TRADE AND INDUSTRY

6 July 1972 Volume 8 No 1 10p

Preparing for Europe: Winning European approval

Export finance—the role of export houses, factors, insurers and consultants

Register of Restrictive Trading Practices—amendments and additions

DTI support for UK exhibitors at overseas trade fairs

Supplement: British Commercial Representation Overseas

Anniesland, Anderston Quay, Balmore, Clydeside, Airdrie, Bellshill, Bishopbriggs, Rutherglen, Abbotsinch, Greenock, Linwood, Renfrew, Carronshore, Armadale, Scotstoun, Govan, Shieldhall, Alexandria, Dundee.

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EUROPEAN COMMUNITIES

2 **Preparing for Europe—11. Winning European approval**

4 **New EC Legislation:** Common Agricultural and Fisheries policy. Harmonisation of legislation—Turnover Tax and Excise Duty. Imports from non-member countries. Temporary suspension of import duties. UNCTAD Generalised Preferences System. Corrections

HOME FEATURES AND NEWS

5 **'Government determined to contain aircraft noise'—Mr. Cranley Onslow**

6 Govan Shipbuilders starts trading

6 More public sector aid for machine tool industry

6 Chief Information Officer for industrial executive

6 Proposed acquisition of Glaxo Group Ltd. by Boots Co. Ltd. or Beecham Group Ltd.

6 Government factory for Barnsley

7 Certificates of Competency for masters and mates: proposed revised structure

7 New radio beacons for UK's air traffic system

7 UKAEA appointment

8 Government support for ICL R & D programme

8 Decision on BEA wide-bodied aircraft order

8 Appointment of Insurance Adviser

8 Clearance of merger proposals by the DTI

8 **The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)**

10 PARLIAMENT

15 GOVERNMENT SALES

TRADE PROMOTION

16 **Export Finance—3. The role of export houses, factors, insurers, insurance brokers and credit consultants**

EXHIBITIONS AND FAIRS

19 **DTI to support British exhibitors at 66 trade fairs abroad**

19 National exhibition centre at Birmingham

19 Lisbon International Trade Fair attracts a quarter of a million people

20 MISSIONS AND TOURS

20 EXPORT ORDERS

TRADE INFORMATION

21 **Anglo-Czech Trade Agreement signed**

22 British capital goods for Romania: ECGD backs £5 million credit

22 Shipbuilding dock facilities for South Korea: ECGD backs £6 million credit

22 Pakistan debt rescheduling—contracts not insured by ECGD

22 Cyprus: alien architects and civil engineers

22 Hungary: new advertising code

22 Hints to businessmen booklets

TARIFF AND TRADE NOTICES

24 **Australia:** Review of Chapter 84

23 **Belgium:** Suspension of duties and levies

25 **Brazil:** Duty exemptions. Duty reductions. Duty reduction and reference price on maleic anhydride. Reference prices

23 **France:** Customs tariff for mackerel. Harmonisation of legislation—motor vehicles and trailers

23 **Germany, Federal Republic of:** Import licensing. Import licences for goods sold at fairs

23 **Greece:** Ban on import and use of certain insecticides

23 **Malawi:** Import control—corrugated iron sheets

24 **New Zealand:** Emergency Protection Authority—fish preparations, crustacean and mollusc preparations, preserved fish

24 **Niger:** Motor vehicles—customs duty reduced

24 **South Africa:** Customs tariff application

25 **Trinidad and Tobago:** Trial operation of Brussels nomenclature

25 **United States:** Motor-cycle brake systems. Vehicle safety. Motor vehicle safety. Mattresses. Packaging standards. Children's sleepwear

24 **Zambia:** Suspension of duties

STATISTICS

26 **The economy: selected indicators**

27 **Retail trade in May**

30 **Hire purchase and other instalment credit business in May**

31 Output in the wool textile industry

32 Textile industry: orders and deliveries

32 Production in the cotton industry

33 Made-up clothing: orders and deliveries

33 New Business Monitors for textile machinery and accessories and for printing, bookbinding and paper goods machinery

33 Registrations of British and foreign films

34 Index of industrial production for Wales

34 New Business Monitors: Surgical bandages. Paper and board

35 **Index to statistics**

36 **A GUIDE TO THE DTI**

SUPPLEMENT: BRITISH COMMERCIAL REPRESENTATION OVERSEAS

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Winning European approval

This article is one in a series showing how firms are gearing themselves for the enlarged European Community. The series describes preparations being made by managements throughout Britain, in different industries and with labour forces ranging from tens to thousands. Each article deals with one or more aspects of 'Preparing for Europe'. The complete series will cover sales and marketing, design and production, purchasing, distribution, and implications for trade in the home as well as export markets.

Company:	Herbert Terry & Sons Ltd.
Address:	Redditch, Worcs.
Products:	Lamps, springs, clips
Labour force:	850
Turnover (1971):	£2,000,000
Exports:	£400,000
Chief markets:	EEC, EFTA, Middle East, South Africa

HERBERT TERRY have been selling 'Anglepoise' lamps in Britain for a very long time. When Robin Elsender joined the company as export manager, just over two years ago, he decided to find out why they weren't selling to the Common Market.

Salesmen went round Europe, studying the market and the competition, and asking questions all round. They found that demand for such lamps was there all right, but the price was wrong. The electrical standards did not comply with those in the Community markets and the distribution channels needed overhauling.

Robin Elsender became convinced that the company's strategy for export expansion in Europe must first of all be to develop and adapt existing products for Europe, and to change the marketing structure. 'Our approach to Europe', he says, 'is basically to have a European product backed by the best possible distribution system.'

A European product

Two years' work will result in this month's launch of a new Anglepoise lamp which the company is confident will sell well throughout Europe, particularly once tariffs start coming down. At first glance it is identical to the present model. But research and cost analysis have enabled the export price to be reduced by about a third.

Although not immediately evident the changes are many and important. The design has been improved subtly; the switch and the plugs have been changed and lamp sockets imported which meet European standards; tube widths standardised; adjustable springs replaced by non-adjustable ones; and the base made from a single mould. There are fewer individual components, production costs have been reduced, and less time and labour is required to assemble the lamps.

European approval scheme

After the problem of price—that of electrical standards in the different European markets. In conjunction with the British Standards Institution, Herbert Terry have been working on this for the past year.

The International Commission on Rules for the Approval of Electrical Equipment (CEE) has published a series of agreed standards mainly for domestic electrical equipment, which are now largely implemented in the national standards of West European countries. One of these specifications is CEE 25 covering lighting fittings for incandescent lamps for domestic and similar purposes.

Through its Certification Body (CB) scheme the CEE helps to secure national approvals in its 19 European member countries by reciprocal recognition of testing results. The BSI Test Centre at Hemel Hempstead is equipped to make tests against the requirements of CEE 25 and is the UK organisation authorised to grant CB certificates. Last month Herbert Terry became the first British firm to get a certificate under CEE 25 and a CB certificate is expected shortly.

Herbert Terry still have to submit the lamp for approval in each country where they wish to sell, but with a CB certificate this should normally be granted with few formalities. Use of the scheme can mean a substantial saving of time and money in the long run, and greatly facilitates a sales campaign aimed at the vast European market.

Throughout the development of the new lamp overseas distributors, agents and potential customers were consulted in the preparation of the prototype. A European plan of campaign has already been drawn up by Herbert Terry together with their agents.

Agents play an important part in Herbert Terry's operations. Whenever Robin Elsender goes overseas most of his time is spent analysing what the market requires and selecting the best distributors for the job. He himself does not go to sell.

'Our policy is to go into a market and find distributors with the right contacts who are able to hold a big stock and provide a full service to our customers. In return they are given a franchise for their area and a good commission. Needless to say we back our distributors all the way and make sure that all promises made are kept.'

Successful restructuring

Revamping the market structure in Holland shows how successful this policy has proved. The company's different types of clips, springs and ancillary products have many applications and diverse customers. Two years ago sales of these products in Holland were stagnating. Competition was strong and Herbert Terry were being edged out.

The Dutch market was therefore divided into different sectors—hardware, industrial, automative, agricultural, retail—each covered by a specialised distributor. In addition a commission agent was appointed to generally encourage and service these distributors, acting virtually as Herbert Terry's own salesman. Rapid sales increase in Holland resulted over the last year. Through marketing strategy and sales effort the company has been able to compete despite tariffs of 12-14 per cent against them. On products such as clips these rates can be crippling.

'One of the main concerns of buyers when I first studied Holland,' says Robin Elsender, 'was British reliability from the

delivery point of view. But we overcame this by offering impressive yet realistic promises of delivery which we have always kept. We are now more than holding our own in a highly competitive sector, and I anticipate that Britain's entry into the EEC will give Herbert Terry's sales a big boost.'

The success of the Dutch commission agent led to his appointment as Herbert Terry's Common Market sales adviser. He now covers also Germany, France and Belgium, assessing the markets and helping to set up the best possible network of sales channels in preparation for Britain's entry.

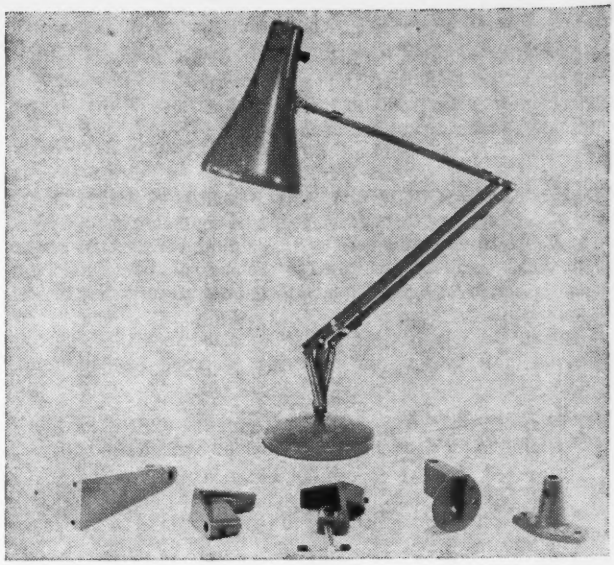
EEC seminar

Back home, Herbert Terry held a seminar last year to drive home to executives the implications of EEC entry. The 40 people who attended the seminar were a cross-section of the company's work force from directors and heads of department to foremen. The panel of speakers included representatives from banking, chambers of commerce, the DTI and firm's EEC distributors. Subjects covered included what EEC entry will mean for the company and its products; what the European markets expect from suppliers; Community financial and taxation systems and commercial practices; and sources of help to industry preparing for entry.

Huge market—lower costs

Herbert Terry's range of products is very wide and diverse. A year or so ago it was even greater, but drastic rationalisation has trimmed this to more profitable proportions. 'The prospect of EEC entry added stimulus to this programme,' says Robin Elsender.

'Working inside the vast Community market will probably mean further changes and many advantages for the company.



The new Anglepoise '90' lamp.

There will be greater scope for volume production of the products we are retaining and the possibility of bringing down prices. On certain products we aim to expand sales so that costs will be reduced by up to a third.'

'We are now able to plan production on a more sophisticated basis for a huge market. Common Market firms have enjoyed a mass market for years. This has enabled them to develop on a large scale and has helped them expand outside the Community from a position of greater strength. Soon this will be possible for us too.'

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New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item.)

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulation, proposed regulation and proposed directive which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French text and draft texts may be seen on application.

General. The *Journal Officiel* No. C65 dated June 19, 1972, contains the draft texts of the following proposed regulation and proposed directive:

1. Proposed regulation amending Regulation (CEE) No. 729/70 relating to the financing of the common agricultural policy.
2. Proposed directive concerning statistical inquiries on bovine live-stock, estimates on the availability of slaughtering cattle and statistics on the slaughter of bovine cattle to be carried out by Member States.

It should be noted that the texts of the regulation and directive, when finally approved, may differ from the draft texts referred to above.

Fisheries. Regulation (CEE) No. 1273/72 relates to applications for reimbursement of aids granted by Member States to producer organisations in the fishing industry. (*Journal Officiel* No. L141, June 21, 1972) **EDB ext. 7174/408**

HARMONISATION OF LEGISLATION—TURNOVER TAX AND EXCISE DUTY: The *Journal Officiel des Communautés Européennes* No. L139 dated June 17, 1972, contains the text of second Directive 72/230/CEE on harmonisation of the provisions imposed by law, regulation and administrative action relating to exemption from turnover tax and excise duty levied on imports in connection with international travel. The French text may be seen on application. **EDB ext. 7174/408**

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L140 dated June 20, 1972, contains the text of Decision 72/232/CEE authorising France to exclude from Community treatment sound recorders or reproducers (CCT No. 92.11 A ex II) originating in Japan and freely circulating in the other Member States. The French text may be seen on application. **EDB ext. 7174/408**

TEMPORARY SUSPENSION OF IMPORT DUTIES: The *Journal Officiel des Communautés Européennes* No. L142 dated June 22, 1972, contains the text of Regulation (CEE) No. 1275/72 amending Table III of Regulation (CEE) No. 2780/71 relating to the temporary suspension of the Common Customs Tariff duties in so far as it concerns EEC Common Customs Tariff headings ex 03.02 A I(f), 29.13 D I and 29.39 E. **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972, contained the text of Regulation (CEE) No. 2794/71 relating to the opening, allocation and administration of Community tariff quotas for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C66 dated June 20, 1972 contains announcements that the quotas for imports into the EEC of the following goods which were set up by Regulation (CEE) No. 2794/71 have been exhausted. Imports into the EEC of the following goods, when originating in the countries indicated, attract the full rate of duty from the dates shown:

EEC Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china	Macao	June 20, 1972
85.21	Thermionic, cold cathode and photocathode valves and tubes other than those falling within heading No. 85.20 (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semiconductors; mounted piezo-electric crystals:		—
	D. Diodes, mounted transistors and similar mounted devices incorporating semi-conductors; electronic microstructures		—
	E. Parts . . .	Hong Kong	June 21, 1972

CORRECTIONS. The *Journal Officiel* No. L142 dated June 22, 1972 contains corrections to the following Regulations published in the *Journal Officiel* No. L287 of December 30, 1971:

1. Regulation (CEE) No. 2794/71 on the opening, allocation and administration of Community tariff quotas for certain products originating in developing countries.
2. Regulation (CEE) No. 2795/71 on the opening of tariff preferences for certain products originating in developing countries.
3. Regulation (CEE) No. 2796/71 on the opening, allocation and administration of Community tariff quotas for certain textile products originating in developing countries.
4. Regulation (CEE) No. 2800/71 establishing, for certain products falling within Chapters 1 to 24 of the Common Customs Tariff, a generalised preferences system in favour of developing countries for the period January 1 to December 31, 1972.

The French texts of the Regulations and announcements referred to above may be seen on application. **EDB ext. 7174/408**

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'Government determined to contain aircraft noise'

—Mr. Cranley Onslow

THE Government's concern to preserve the quality of the environment, and to safeguard the balance between the needs of the aviation industry and of amenity, was emphasised by Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, making the opening address to the local Authorities Aircraft Noise Council's Symposium on Quiet Aircraft held in London. Mr. Onslow also announced new measures concerning night jet movements and sound insulation grants, which will mitigate the effects of aircraft noise. He said 'It is hardly necessary for me to say that the Government are greatly concerned for the quality of the environment in which we all have to live—and by no means least for the difficulties confronting those whose day to day existence is made less pleasant than it might be by the intrusion of disturbance from aircraft noise.

'The Government are determined to do whatever is reasonably possible to contain and reduce this disturbance—but there is no immediate or complete solution to the problem short of bringing air transport to a halt and that is, of course, out of the question. The air transport industry is a major one. All of us benefit from it in one way or another and its importance to the economy and to employment is considerable. But so are the claims of amenity important and the task is to find a reasonable balance between the two.

Quieter aircraft

'The more it becomes possible to contain and reduce aircraft noise, without damage to the air transport industry, the easier it becomes to achieve improvement from the amenity point of view. And the course which leads most directly to the heart of the problem is the design, development and introduction into airline service, of quieter aircraft. This is a course the Government have consistently supported—there is clear evidence of that in, for example, the massive support given by the Government to the RB211 engine, now coming into service in the Lockheed 1011 Tri-Star. Moreover, the noise certification regulations in force in this country relating to new jet transport aircraft—implementing the recommendations of the International Civil Aviation Organisation—mean that new types of aircraft will, when they come into service, have to be quieter than existing types. And the international aim is that the reduction in engine noise should be progressive. But, it will take time for new and quieter jet aircraft to come on the scene in numbers and it is, therefore, important to continue, as we have been doing, the efforts made on other fronts to mitigate or reduce disturbance.

Night jet movements

'When Michael Noble (Minister for Trade) announced last November that all normal night jet take-offs at Heathrow were to be banned this year, between April 1 and October 31, he also promised to consider more stringent limitations on night jet movements in 1973 at Gatwick, Luton and Manchester.

'To take Gatwick first, we are going to reduce the permitted number of jet movements there during the summer night season, from the year's total of 4,950 to a ceiling of 3,950 in 1973.

'At Manchester, where the airport is run by the Manchester Corporation, agreement has been reached, after consultation between the airport authority and the consultative committee, on a reduction from this year's total of 4,000 summer night jet movements to a ceiling of 3,250 in 1973. Here, as at Gatwick, take-offs will be restricted to not more than half the number of night movements.

'Finally, at Luton, as Michael Heseltine told the House the day before yesterday, it has been agreed that normal night jet movements will be reduced from about 4,500 in 1972 to 3,650 in 1973. Within these figures, take-offs will be reduced from 1,890 this year to 1,440 next year, but there is in addition a provision for up to 340 movements by the much quieter Lockheed 10-11 Tri-Star, which is expected to be using Luton next season.

'Taken together these reductions total nearly 2,300 night movements at the three airports, and I believe thay will make a significant contribution to the reduction of disturbances we all want to achieve. I would, therefore, like to take this opportunity to express my thanks to the members of the consultative committees at Gatwick Luton and Manchester for their very helpful and responsible attitude to the problems we are facing.

'I have no doubt that the consultative committees at these airports, and at others, not least Heathrow, have an essential part to play in the field of air transport. The industry has many legitimate needs, but first amongst these I would put the understanding and support of the community it serves. I am, therefore, particularly grateful to those who willingly give their time to serve on airport consultative committees up and down the country: and I have been much impressed by their constructive approach.

'I believe that they are as anxious as I am that when we start to consider the limits that should apply for night movements in 1974, we should build in a positive incentive to the operators to replace their noisy aircraft with quieter ones, and it is my firm intention to see that this stimulus is provided.

Sound insulation schemes

'Meanwhile, we also have to recognise there are problems at Heathrow that will not wait the introduction of large numbers of quieter aircraft or the redeployment of noisy aircraft movements to Maplin or elsewhere. Since 1966, we have had a scheme in operation at Heathrow, to provide for sound insulation grants for houses near the airport. The standards of the scheme were laid down by the Government, but the finance is provided by the BAA, and its terms were last revised in 1968, to provide a maximum grant of £150.

'We have been discussing possible changes in the scheme with BAA for some time, and I am now glad to be able to tell you that the Chairman of the BAA has agreed to two substantial improvements in the terms of the scheme, which should prove welcome to many people living near Heathrow. The revised terms will provide for an increase of £56 in the maximum grant payable for the great majority of eligible homes. There will also be a special level of 100 per cent grant, up to a maximum of £360, for the limited number of houses in the areas closest to the airport and most seriously affected by noise—such as the village of Longford. I am very grateful to the BAA for their ready co-operation in making these improvements, and I hope to introduce the necessary order in Parliament in the near future.

'Meanwhile, householders may like to know that we intend to extend the terminating dates of the scheme for two further years, and it will, of course, be open to anyone who is eligible to claim a pro rata grant at the new rates, if they have further approved work done. Plans are also in hand for the introduction of a sound-insulation scheme at Gatwick, where there is at present no such provision: and I understand in addition that both the Manchester and Luton Corporations are expected shortly to announce details of similar schemes at the airports they operate.'

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Govan Shipbuilders starts trading

GOVAN Shipbuilders Ltd. began trading on July 1. A statement was made in the House of Commons on June 30 by the Secretary of State for Trade and Industry, Mr. John Davies, in reply to a written question.

Mr. Davies said: 'I am now able to confirm the arrangements foreshadowed in my speech on February 28, in relation to Govan Shipbuilders Ltd., when I announced that support would be given to the company on certain conditions, among them the conclusion of an agreement on working practices acceptable to the Government. These conditions have now been met. The Government will therefore provide adequate financial support for the company for a period of five years or until the company attains commercial viability, whichever is less, provided that, firstly, the agreement on working practices continues to be respected by both sides and, secondly, that the financial provision is related to contracts for ships on terms acceptable to the Government.

'The company is to begin trading with effect from July 1, and the Government will advance the necessary working capital to it. Until approval by Parliament of Supplementary Estimates to be presented in due course, recourse may have to be made to the Contingencies Fund.

'The company has received a number of firm inquiries for ships and, to avoid any disruption in employment, it is embarking shortly on the building of two vessels in anticipation of orders being confirmed. The company will find the costs from the working capital made available by the Government.

'The transfer and sale of the three yards concerned to the new company cannot be completed before September and the Government has agreed to make a further short-term loan of £800,000 available to the Upper Clyde Shipbuilders liquidator for additional working capital to cover the interim period.

'I am meeting the Board of Govan Shipbuilders Ltd. today to review the progress made so far.'

More public sector aid for machine tool industry

THE Government is to increase to £16 million the assistance it is providing to the machine tool industry through additional and accelerated public sector purchasing, Mr. Christopher Chataway, Minister for Industrial Development announced on June 28.

In a message to the Machine Tool Trades Association at their exhibition at Olympia, Mr. Chataway said: 'As you know, the Secretary of State for Trade and Industry announced on March 22 that assistance was to be given to the industry by way of additional and accelerated public sector purchasing which it was hoped would result in the placing of orders valued at between £9 million and £10 million within a period of six months or so. I am pleased to be able to tell you today that applications received from Universities and further education institutions have exceeded expectations and the Government has agreed to increase the total amount of money being made available to £16 million.'

The news was given on the Minister's behalf at an Association luncheon at Olympia today by Mr. Jack Rampton, Secretary (Industrial Development) at the Department of Trade and Industry.

Chief Information Officer for industrial executive

MR. J. P. Morris has been appointed a Chief Information Officer in the Department of Trade and Industry to take charge of the information work of the Industrial Development Executive. He is currently Deputy Director of Information at the Department of the Environment and takes up post on July 10.

Mr. Christopher Chataway (right) Minister for Industrial Development, pictured at Plymouth with Mr. G. H. Burns (left) and Mr. E. Ryan, secretary and president respectively of the Devon and Cornwall Federation of Trades Councils. Mr. Chataway's visit to the south west was one of a series of visits to assisted areas in Britain to enable him to meet industrialists, businessmen, trade unionists, and local authority representatives, and to talk about the Government's new policies for regional development.

Proposed acquisition of Glaxo Group Ltd. by Boots Co. Ltd. or Beecham Group Ltd.

THE Department of Trade and Industry received from the Monopolies Commission on June 30 its report on the proposed acquisition of Glaxo Group Ltd., by either The Boots Co. Ltd. or The Beecham Group Ltd.

The Department will announce its views on the report and publish it as soon as possible.

Notes

The reference of these proposals to the Monopolies Commission was made by the Department under the provisions of the Monopolies and Mergers Act 1965, on February 4, 1972. The Commission was asked to report within five months.

The report will be published as a House of Commons paper and will be available from HMSO when printed.

The Monopolies Commission is an independent statutory body which inquires, at the request of the Department of Trade and Industry, into the affect upon the public interest of monopolies and mergers. The full-time Chairman of the Commission is Sir Ashton Roskill, QC. The Deputy Chairman is Sir Alexander Johnston, and in addition there are 17 part-time members. A group of nine members of the Commission carried out this inquiry.

Government factory for Barnsley

THE English Industrial Estates Corporation announce that work is shortly to commence on the construction of a 2,250 square metres (25,000 sq. ft.) advance factory on the Carlton Road site at Barnsley. A contract worth about £128,000 has been awarded to Marshall (Builders Elland) Ltd. of Elland, Yorks., who are to build the factory. Architects for this project are Kenneth Scott Associates of Doncaster. Quantity Surveyors are Davis Belfield and Everest and the Electrical and Mechanical Consultants are R. W. Gregory and Partners.

Work is expected to start during July and the factory will be ready for occupation by early 1973. A unit of this size would normally be expected to provide at least 100 jobs.

Certificates of Competency for masters and mates: proposed revised structure

As part of the first comprehensive review of requirements for the safe manning of the United Kingdom merchant ships, for many years, the Department of Trade and Industry has consulted representative organisations of the shipping industry on proposals for a revised structure of Certificates of Competency for deck officers. The aim is to produce, in full consultation with both sides of the shipping industry, a realistic and reasonably flexible framework on which to base regulations to be made under the Merchant Shipping Act, 1970, which will not only be attuned to the changing pattern of shipping, but will also take proper account of safety considerations and the need to make the best possible use of potential and existing manpower resources.

The main proposals applicable to deck officers in cargo ships are as follows:

All United Kingdom registered cargo ships of 50 ft. overall length or above, which put to sea (ie which go beyond smooth or partially smooth waters, as defined in the Merchant Shipping Regulations) would be required to be in the charge of a person holding the appropriate certificate of competency.

The present home trade and middle trade areas would be replaced by three new trading areas provisionally entitled Coastal, Near-Continental, and European/Mediterranean.

There would be a unified certificate structure, comprising five certificates graded 1 to 5, entitled 'Certificate of Competency (Deck) Grade -', grades 1, 2 and 3 being equivalent to the present foreign going certificates for master, mate and second mate respectively.

The grade of certificate to be held by the master of the ship and the number and level of certificates to be held by other persons would be related to the size of the ship and the area in which it trades. A new concept is that certificates grades 2 to 5 may be endorsed, following further examination, to enable the holder to serve as master in ships of certain sizes operating in certain areas.

The validity of certificates of competency would be subject to the holder passing a sight test at five yearly intervals.

Transitional arrangements are envisaged to cover persons holding certificates as Master (Home Trade), Mate (Home Trade), and Tugmaster, and also the large number of uncertified deck officers serving in merchant ships.

Work is proceeding on the formulation of proposals for revised certificate requirements in respect of passenger carrying ships, including those operating in smooth and partially smooth waters, and also in respect of the engineering department in merchant ships.

Corresponding proposals for the manning of fishing vessels are also being prepared. Detailed proposals on these other aspects will be issued to the representative organisations concerned as soon as practicable.

The work at present proceeding in the United Kingdom in developing standards of qualification and certification for the safe manning of seagoing ships, reflects the concern which is being expressed internationally about the safe navigation of ships and the need to protect the environment. The Inter-Governmental Maritime Consultative Organisation has recently established a new Sub-Committee on the Standards of Training and Watchkeeping, with a view to speeding the preparation of mandatory minimum standards for application internationally.

Proposed new trading areas

The proposed limits for the three new trading areas are as follows:

Coastal Area. This area covers voyages which begin and end at ports in the United Kingdom, the Channel Islands, the Isle of Man and the Irish Republic, without the ship calling at any intermediate port in any other territory and during which the ship is not at any time more than 30 nautical miles from a point on the United Kingdom or Irish Coast.

Near-Continental Area. This area covers voyages between any ports within the area bounded by a line from a point on the Norwegian coast, at a latitude 64°N to a point 62°N 12°W, thence to a point 43°N 12°W and thence along the parallel of 43°N to the Spanish coast. The Baltic is included.

European/Mediterranean Area. This area covers voyages between any ports within the area bounded by a line drawn from Cape Kanin to the point 72°N 30°E, thence along the parallel of 72°N to 10°E, thence to the point 62°N 12°W, thence to the point 27°N 20°W and thence to Cape Jubi. The Mediterranean Sea, Black Sea and Sea of Azov are included in this area.

Ships trading beyond these areas would be engaged on voyages in an unlimited area.

New radio beacons for UK's air traffic system

BRITAIN's air traffic system is to be equipped with the latest improved navigational beacons under contracts being placed by the Civil Aviation Authority.

The new beacons, known as Doppler VHF Omni-range (DVOR), not only give greater course accuracy and better quality for pilots to navigate by, but are also more reliable, consequently requiring less maintenance.

The CAA is placing a first order for 15 DVOR at a cost of about £¾ million, including an initial contract for 10 from Plessey for their newly-developed 'Plan 50' equipment, and with Standard Electrik Lorenz for five of their current Doppler 'VOR-S' equipments to meet immediate needs. In addition, Plessey are to be contracted to undertake research aimed at further possible advances towards greater precision in air navigation.

The VOR beacon, of which there are at present 43 in the UK, is the primary international standard radio aid to navigation. The DVOR's to be supplied are more precise and their siting not so critical, being less affected by terrain and other obstacles. The research to be undertaken by Plessey will, it is hoped, lead to further improvements which, by the introduction of additional equipment, will provide a Precision DVOR. It is envisaged that this will lead to closer track separation, enabling additional and parallel routes to be employed.

Improvements in VOR reliability and accuracy will benefit safety of operations in the whole airways system. This is a further major step forward in the development of the UK air traffic system. On June 16 the CAA announced it is to place contracts to provide more advanced equipment for air traffic controllers. The equipment to be supplied under today's announcement will be of direct benefit to pilots, enabling them to fly with greater accuracy along predetermined tracks.

UKAEA appointment

The Secretary of State has authorised the appointment of Mr. R. A. Peddie, and the re-appointment of Mr. J. L. Williams, as part-time members of the board of The United Kingdom Atomic Energy Authority, with effect from July 1, 1972.

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Government support for ICL R & D programme

THE following is the text of a statement made in the House of Commons on July 3 by Mr. Christopher Chataway, Minister for Industrial Development:

'The Government has discussed with International Computers Ltd., in the light of the report of the Select Committee on Science and Technology, the finance required for the company's R and D programme. The Government believes that the capability to develop, manufacture and market computer systems which ICL represents should be maintained in this country so that the company can play its part in a strong industry in Europe. We have agreed, therefore, to provide the support of £14.2 million during the period up to September 1973, for which the company has asked in order to maintain the momentum of its R and D programme. The Government is in touch with the new management about the company's long-term needs.'

Decision on BEA wide-bodied aircraft order

BECAUSE of the interest of certain sections of the aerospace industry in British European Airways' choice of a new type of wide-bodied aircraft, Mr. Michael Heseltine, Minister for Aerospace, made the following statement on June 30:

'I anticipate that the British Airways Board will reach a decision within the next few weeks on their short-medium range wide-bodied aircraft order. Both the Board and the Government appreciate the importance of the decision and of its timing for the British aerospace industry. I met Mr. Dan Haughton, chairman of Lockheed, last night and told him I recognised that the need for a decision was urgent. I understand that in these circumstances Lockheed and Rolls-Royce are extending the current offer to BEA pending a decision.'

Appointment of Insurance Adviser

MR. R. E. Beard, general manager of the Pearl Assurance Company, has been appointed to a new post as adviser to the Insurance Division of the Department of Trade and Industry.

Answering a question in Parliament on June 28, Mr. Michael Noble, Minister for Trade, said that Mr. Beard would advise the Division in the development and implementation of policy in the field of insurance supervision. His appointment to the part-time post, beginning in September this year, would initially be for two years.

Mr. Beard will be giving expert advice to the Department on such matters as new legislation governing the operations of insurance companies; the valuation problems affecting the question of solvency and the application of policy decisions to the supervision of insurance companies.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Weston Pharmaceuticals Ltd. and Barclay and Sons Ltd.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and amendments to the register

A LIST of additions and amendments made to the alphabetical index to the register between April 1 and June 30, 1972 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at June 30, 1972 particulars of these agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meanings of the symbols used, was published in *Trade and Industry* (page 12) on January 6, 1972.

Agreements referred to the Restrictive Practices Court

On April 10, 1959 there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London WC2A 1SP. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which directions under that subsection have been given and are in force. The agreements are indicated in the Index to the Register by the symbol 'B'. Although these agreements are already included in the above-mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers.

Inspection of the Register

The Register may be inspected between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements
Chancery House, Chancery Lane, London WC2A 1SP
9 Hope Street, Edinburgh EH2 4EL
64 Chichester Street, Belfast BT1 4JX.

The fee for inspecting the Register is 50p per day, but if less than five agreements are inspected the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

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ADDITIONS AND AMENDMENTS TO THE REGISTER

Registered No. of Agreements	Commodity	
	A	
3677	Aluminium anodising,	*add B 3/72*
3713	Alarm appliances	
3726	Axles and spare parts	
	B	
199	Barley for malting, malt,	*add B 3/72*
140	Building materials, Chorley and district	*add D 5/72*
	C	
3704	Catering equipment, various areas of UK and Republic of Ireland	E 1/72
3727	Catering equipment, various areas of UK and Republic of Ireland	
1819	Cellulose acetate	*add B 5/72*
	D	
2267	Decorating materials, England, Wales	*add B 3/72*
1054	Dental goods	*add B 5/72*
2893	Diesel alternators	*add B 3/72*
3103	Distribution transformers	*add B 3/72*
3722	Domestic gas meters	
	E	
3260	Equipment for brewery industry Equipment for dyeing industry Equipment for laundry industry Equipment for marine industry Equipment for mechanical handling Hand/television lamps Lighting controls Parking meters	*add B 3/72*
1364	Esparto grass, Esparto papers	*add D 12/71*
	F	
3692	Fish	*add E*
3633	Fish, Lowestoft	*add E 1/72*
3634	Fish, Lowestoft	*add E 12/71*
3735	Fish, Lowestoft	
3736	Fish, Lowestoft	
3071	Fishmeal	*add D 1/72*
186	Floor and Wall Tiles	*add B 3/72*
3723	Food processing	
265	Fruit produce	*add B 3/72*
3541	Furnaces	*add D 12/71*
	G	
3306	Gramophone records	
2940	Gramophones, gramophone records, musical instruments pianos and player pianos, printed music, radio sets and accessories	
3691	Groceries	
3196	Groceries and provisions	*add B 3/72*
	I	
3734	Iron and steel	
	L	
1360	Liquid Cow's milk	*add F 4/72*
	M	
3433	Mandarin oranges (canned) E 10/70	*add C 11/71*
3706	Mechanical services	E
3709	Mechanical services	E
	O	
3730	Optical instruments	
	P	
3581	Plumbing fixtures	E
3710	Plumbing services	E
3711	Plumbing services	E
3167	PVC pressure pipes	*add D/69*
3731	PVC pressure pipes	E
3732	PVC pressure pipes	*D 1/72*
3733	PVC pressure pipes	*D 2/72*
	S	
3083	Slag and other dry and coated material	*add B 3/72*
3079	Ships stores	*add B 3/72*
3266	Ships stores E 12/71	*add B 3/72*
3048	Sports equipment (cricket and hockey balls)	*add F 5/72*
3098	Sports equipment (cricket and hockey balls)	*add D 10/67*
387	Stainless steel	*add D 5/72*
615	Stainless steel, Sheffield	*add D 5/72*
911	Stainless steel wide strip in coil, Yorkshire	*add D 5/72*
	T	
3703	Tufted carpets	*add B5/72*
	V	
145	Vehicle-actuated traffic signal equipment	D 3/68
	W	
1593	Water tube boilers	*add B 3/72*
393	Wool textile dyeing and/or finishing, Yorkshire C 5/60	*add B 5/72*
802	Woollen and worsted cloths	*add B 3/72*

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'D' AND 'F' AGREEMENTS

Registered No. of Agreements	Commodity	Area	D or F	Date
140	Building materials	Chorley and district	D	May 1972
145	Vehicle-actuated traffic signal equipment		D	March 1968
387	Stainless steel		D	May 1972
615	Stainless steel	Sheffield	D	May 1972
911	Stainless steel wide strip in coil	Yorkshire	D	May 1972
1360	Liquid cow's milk		F	April 1972
1364	Esparto grass, Esparto papers		D	Dec. 1971
3048	Sports equipment (cricket and hockey balls)		F	May 1972
3071	Fishmeal		D	Jan. 1972
3098	Sports equipment (cricket and hockey balls)		D	Oct. 1967
3167	PVC pressure pipes		D	— 1969
3541	Furnaces		D	Dec. 1971
3732	PVC pressure pipes		D	Jan. 1972
3733	PVC pressure pipes		D	Feb. 1972

AGREEMENTS NOT TO BE REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
186	Floor and wall tiles
199	Barley for malting, malt
265	Fruit produce
393	Wool textile dyeing and/or finishing, Yorkshire
802	Woollen and Worsted cloths
1054	Dental goods
1593	Water tube boilers
1819	Cellulose acetate
2267	Decorating materials, England, Wales
2893	Diesel alternators
3079	Ships stores
3083	Slag and other dry and coated material
3103	Distribution transformers
3196	Groceries and provisions
3260	Equipment for brewery industry Equipment for dyeing industry Equipment for laundry industry Equipment for marine industry Equipment for mechanical handling Hand/television lamps Lighting controls Parking meters
3266	Ships stores
3677	Aluminium anodising
3703	Tufted carpets

AGREEMENTS REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
3671	Cisterns

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PARLIAMENT

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MONDAY, JUNE 26

Trade with Japan

Mr. John Davies, Secretary of State for Trade and Industry, was asked to publish the restrictions placed on the Japanese home market which help exclude foreign competitors. Mr. Davies replied that the Japanese Tariff was available for inspection in the Export Intelligence library at Export House. A full list of the remaining items subject to import quota in Japan was published in *Trade and Industry* on June 8, 1972. He continued: 'I am proposing to publish an up to date statement of Japanese regulations in respect of inward investment in an early edition of *Trade and Industry* bringing up to date the information contained in the issue of November 4, 1971. Non-tariff barriers operated by Japan and notified by the United Kingdom to the GATT include: Regulations concerning the import of liquid gold and jewellery; discriminatory domestic tax on whisky; restrictions on credit for importers; state trading in tobacco; control of activities on foreign companies.'

Mr. Davies was also asked to what extent British investment in Japan was being restricted by Japanese Government restrictions and answered: 'It is difficult to estimate to what extent Japanese restrictions have inhibited British companies from establishing operations in Japan. In my recent discussions with Japanese Ministers I stressed the relatively low level of investment by each country in the other as compared with the levels existing between most industrialised countries.' Mr. Davies also told a Member inquiring about measures to control Japanese imports of ball and roller bearings at dumping prices, that in his recent discussions with Japanese Ministers he brought forcefully to their attention the effect on the British ball and roller bearing industry of increasing imports from Japan. Further discussions had since taken place between the British and Japanese industries. The position would be considered further in the light of those discussions and a general review covering a wider range of products would be made in September.

Another question concerned discussions with the Japanese Government of its scheme of generalised preferences in relation to Hong Kong. Mr. Davies said: 'Yes Sir. I emphasised to Japanese Ministers Her Majesty's Government's concern at the limited nature of the Japanese generalised preference arrangements for Hong Kong. They undertook to consider the points I raised.'

Dumping of industrial products

Mr. Michael Noble, Minister for Trade, was asked what progress had been made in the investigation of the question of dumping of industrial products in the United Kingdom by Japan and the United States of America. He said: 'We are in close touch with British industry on a number of cases involving imports from these countries but none is presently the subject of formal anti-dumping investigation.' 26/6

Overseas Investment and Export Guarantee Bill

Mr. Noble was asked what instructions were being given to overseas posts as regards finding out what possible ventures of British capital, in partnership with local capital, there were that could be insured under the Overseas Investment and Export Guarantees Bill. He answered that overseas posts already had instructions to report information on possible joint ventures to the Department for dissemination to industry, and said: 'We are examining whether anything further is necessary in this respect. Applications for investment insurance by British firms involved in such ventures will be given sympathetic consideration by ECGD.'

Package holidays

A Member asked how many prosecutions relating to package holidays there were under the Trade Descriptions Act 1968 in each year since the Act came into force, and of these how many resulted in convictions. Mr. Noble replied that there were no prosecutions in December 1968. In the following three years and in 1972 up to mid-June, the Department had been notified of 5, 15, 26 and 15 prosecutions and 3, 11, 19 and 10 convictions respectively. Mr. Noble was also asked whether he was satisfied with the Trade Descriptions Act 1968 as it affected package holidays. He said: 'A number of successful prosecutions have shown that the Act can and does work in relation to statements about package holidays. As he has already made clear, my right hon. Friend will be ready to consider what improvements might be made in the Act when the time comes to review it.'

Vending machines

What representations had been received, a Member inquired, from operators of vending machines and other coin-operated equipment, concerning the use of artificial non-monetary tokens and coins by members of the public; and would steps be taken to prevent this. Mr. Christopher Chataway, Minister for Industrial Development, said that he had received a number of complaints from operators of vending machines and equipment about the fraudulent use in such machines of certain tokens issued for advertising purposes. Mr. Chataway went on: 'I am concerned at the situation disclosed and propose to consult with the interests concerned with a view to avoiding the future issue of tokens which can be used in this manner.'

Debt-collecting agencies

A Member asked Mr. Noble if he was having any discussions with organisations outside the Government with reference to his proposed legislation on debt-collecting agencies. He answered that there were none at present, but technical discussions might be needed if it was finally decided to make debt-collectors subject to licensing arrangements.

Register of companies

A question was asked on the number of registered public and private companies there were falling within the control of the Companies Acts. Mr. Noble answered that at the end of 1971 there were 527,643 companies on the register, of which 15,452 were public and 512,191 were private companies.

Blind workers

Mr. Davies was asked to give the number of male and female registered blind workers employed in the Department of Trade and Industry and whether he would take whatever action may be open to him to increase this number as and when convenient and suitable vacancies became available. He said: 'At the present time, my department employs 16 male and eight female registered blind workers. We shall continue to seek to increase this number as suitable vacancies arise.'

Imports of wool

Questions were asked about the amount and value of combed yarn of sheep or lambs wool imported in total and from Japan in 1970, 1971 and the first four months of 1972. Mr. Noble replied that information for January to April 1972 about imports of yarn of combed sheeps' or lambs' wool, not put up for retail sale, was given under heading SITC(R) 651.22 in Table III of the April 1972 issue of the Overseas Trade Statistics. Following was the information for 1970 and 1971.

	1970		1971	
	Kilogrammes thousands	£ thousands cif	Kilogrammes thousands	£ thousands cif
Total	1,005	1,655	796	1,241
Japan	64	167	110	217

Retail sales

In reply to a question on the volume of retail sales between the first quarter of 1971 and the first quarter of 1972, Mr. Noble said there was an increase of about 3½ per cent, after allowing for the reduced level of mail order business in the first quarter of 1971 due to the postal strike.

British car industry

Mr. Chataway was asked to make a statement about the exports of the British car industry and their contribution to the current account of the balance of payments. He said: 'In the period January to April this year exports of motor vehicles, engines and parts were valued at £287 million; this represented 9 per cent of total exports of goods.'

Imports of cotton yarn

Mr. Noble was asked what applications had been received recently from importers or manufacturers for further relief from duty for cotton yarn, under Section 7 of the Import Duties Act 1958. 'Eleven applications have been received for relief on imports to be made during 1972', he answered. 'Nine have been allowed, one withdrawn and the other is still under consideration.'

The paper industry

A statement was requested on representations made to the Secretary of State on behalf of the paper industry in the United Kingdom. Mr. Davies said: 'My right hon. Friend the Minister for Industrial Development met a delegation of Members on June 8. The discussion centred mainly on the negotiations in Brussels between the EEC and the non-candidate EFTA countries insofar as they relate to the paper and board industries. My right hon. Friend confirmed that the Government has been and will continue to be in close and constant touch with the United Kingdom paper and board industry about these negotiations.'

Top salaries

Mr. Davies was asked whether he would give the number of the staff in his department who would be affected by the Boyle proposals to increase salaries by 20 per cent to 25 per cent;

what salaries they now received and to what extent these would be raised on the implementation of the Boyle Report. Mr. Davies said: 'I would refer the hon. Member to the Report of the Top Salaries Review Body (Cmnd. 5001) which was published on June 23 and to my right hon. Friend the Prime Minister's reply of June 23 to my hon. Friend, the Member for Surrey East. There are 89 staff in my Department whose pay is affected by the recommendations of the Review Body.'

Crowther report on consumer credit

Several questions were asked on the Crowther report. Answering them, Mr. Noble said: 'Consideration of the recommendations of the Crowther Committee for major reform of the law relating to consumer credit has reached an advanced stage. Their implementation would require complicated new legislation and my officials are now consulting various interests on a number of important technical points which arise.'

Consumer protection

A suggestion was made that a study should be commissioned to make international comparisons on the effectiveness of consumer protection legislation. Mr. Noble said that the Council of Europe and OECD had both undertaken comparative studies of consumer protection legislation in member countries. He did not think there would be justification in commissioning a further study of this kind at present.

Union des Proprietaires Belges

Mr. Noble was asked what representations had been made to the Commission of the European Economic Community and the Belgian Government over the blocking by the Belgian Government of the take-over of Union des Proprietaires Belges by the British company Equity and Law. He replied that representations had been made to the Belgian Government seeking reconsideration of their decision in this case, and, failing that, assurances about their probable attitude to similar applications.

EEC membership

A Member asked for a detailed list of the Secondary Legislation of the Rules, Regulations and Decisions of the European Economic Community which would affect the DTI and its Ministerial responsibilities; in what way each such piece of legislation would affect departmental activities; and to what extent there had been meetings with employers, trades unions, industrial representatives and trade associations to discuss the effects of such legislation on British industry in general. Mr. Noble said: 'I would refer the hon. Member to Parts 1, 2, 4, 5, 6, 7, 8, 9, 10, 12, 25, 27, and 40 of the European Communities Secondary Legislation as published by Her Majesty's Stationery Office and to the article published in *Trade and Industry* on January 27 which I sent to the hon. Member on April 17. Interested organisations and persons have been and will continue to be, consulted as necessary.

Mr. Tom Boardman, Minister for Industry, told a Member who asked to what extent Great Britain would be affected by Part 3 Community Institutions Decision 72/152/ECSC of March 23, 1972, that the Treaty of Accession provided for the size of the ECSC Consultative Committee to be increased to allow for UK membership. A further Council decision would be taken after the enlargement of the Community appointing representatives of UK interests to the Committee.

Mr. Noble was asked what percentage of the total textile consumption in the United Kingdom he expected from imports from developing countries once the United Kingdom was a full member of the European Economic Community. 'This will depend on arrangements still to be made in consultation with the European Commission', he answered.

In answer to a question on steps being taken to protect the British insurance industry from the European Economic Commission's draft directives on insurance, Mr. Davies said: 'Under general arrangements agreed with the Community we are in active consultation with the Commission on matters affecting our insurance industry including the form directives might take.'

Foreign cars

A Member said that during the first four months of 1972 the number of foreign cars registered in Great Britain increased by 104 per cent to 9,200 compared with the same period last year and that for the whole period of 1971 the figures were 22,500, or more than 215 per cent over 1970, and asked to what extent these cars carried import tariffs from the countries of the Six; and to what extent on Great Britain's entry into the Common Market these import tariffs would have to be reduced or abolished. Mr. Chataway said: 'The number of foreign cars registered in 1971 and in the first four months of 1972 were 248,000 and 123,000 respectively. These showed increases of 61 per cent and 63 per cent respectively over the corresponding periods one year earlier. All were liable to import duty. Duties between the acceding and the original member States will be progressively abolished in accordance with Article 32 of the Act of Accession.'

Conversions to natural gas

Mr. Boardman was asked when he expected the conversion to natural gas to be completed in England and Wales. 'I am informed that more than 90 per cent of all conversions in England and Wales will be completed by 1975. The whole programme will take a further two years', he replied.

Canadian nuclear power proposals

Answering questions about representations he has had from Atomic Energy of Canada on collaboration on nuclear power projects, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, said: 'The Canadian Government have proposed that, if the United Kingdom adopts Heavy Water Reactors for commercial use (as Canada has), the two countries should conclude an agreement on the exchange of relevant technical information. The "Vinter Committee" completed its work before this proposal came forward, but we are considering it carefully and will take it into account in our review of Reactor policy. The Government's response to this proposal will depend on the outcome of that review. It would not be appropriate to publish it.'

Questions were also asked about 500 megawatt heavy water reactors, and of the Candu nuclear system. Mr. Emery said: 'The Department has made a detailed study of the steam generating heavy water reactor, in collaboration with the generating boards and the atomic energy authority. The study has covered economic, technical, industrial and safety questions. Officials of the Department have visited Candu nuclear plants in Canada, and have held talks with Canadian officials in London.'

Power generation

Mr. Boardman was asked what, in view of increased productivity in the coal industry, was the Government's policy in regard to the continuance of coal-fired power stations throughout Great Britain. Mr. Boardman said: 'Proposals relating to the fuelling of power stations are a matter for the generating boards. I expect coal to continue to meet a major part of the nation's energy requirements, and I welcome improved productivity in the coal industry.'

Import of coal

Referring to increased productivity in Northumberland and other British coalfields, a Member asked the arrangements made for coal imports into the United Kingdom, would now be terminated. Mr. Boardman said 'No, Sir. Imports have dropped significantly since the immediate post-strike period. Recent improvements in productivity are certainly encouraging and should strengthen the competitiveness of British coal.'

North Sea oil

'North Sea Oil will meet an increasing part of our total primary energy needs, which themselves are growing', said Mr. Boardman when asked if he would take steps to ensure that oil from the North Sea is used to replace imported fuel, and not indigenous coal. 'It will compete with other fuels on grounds of price, security of supply and suitability.'

BSC plans

Mr. Boardman was asked to list the engineering works within the British Steel Corporation which had been hived-off within the last 12 months, which were intended to be hived-off, and which would remain within the corporation. He replied: 'I understand that as part of their transaction with Thos. Firth and John Brown Ltd. about which I informed the House in my reply to the hon. Member for Hallam on May 3, the British Steel Corporation have disposed of certain forging operations at the River Don Works, Sheffield—together with associated assets there as well as at Openshaw, Manchester and at the Ickles Works, Rotherham. The Corporation have also announced agreement in principle to the sale of their tool making businesses at Openshaw and at Holme Lane, Sheffield. As for the Corporation's future intentions, I cannot add to my rt. hon. Friend's statement on June 28, 1971.'

BSC pricing

A Member asked Mr. Boardman what discussions he had had with the European Commission and member Governments of the European Community regarding the operation of official restraints on the pricing policy of the British Steel Corporation. He said that as explained in paragraph 157 of the White Paper on the UK and the European Communities (Cmnd. 4715) it was accepted in the course of the negotiations that the Secretary of State's powers to give a direction on prices, arising out of a recommendation of the Iron and Steel Consumers' Council, would need to be repealed.

Steel output per man

A Member asked what, from information available from international sources, were the comparative figures for steel output per man employed in the United Kingdom compared with the United States, Japan and France, how these figures had altered compared with 10 years ago, and what were the similar figures in relation to capital employed in the steel industries in these countries. Explaining that there were no generally accepted international sources for the information requested, Mr. Boardman published estimates arising from a comparative study for 1965, and subsequent approximate information. The past study indicated that in 1965, with account taken of the different pattern of products produced, output per man was in the United States about twice as great as in the UK; in

(*continued on next page*)

PARLIAMENT
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France about the same as in the UK; and in Japan about 1½ times greater. It was estimated that in 1971 the output per man in the United States was still about twice that in the UK; in France marginally higher than in the UK, and in Japan about three times higher than in the UK. 'I must warn my hon. Friend that this is a very difficult field statistically because the patterns of production and scope of employment statistics vary in each country', he said. Similar comparisons for capital employed were not available.

Industrial moves to Europe

A Member asked how many firms which had transferred part or all of their production or business to European Economic Community countries from the United Kingdom had taken the machinery, for which grants have been paid to them by the British Government. He also asked how many firms had transferred part, or all of their production of business to European Economic Community countries from development areas and non-development areas in the United Kingdom, respectively, how many of them who have transferred the whole or part of, their businesses from development areas within the United Kingdom had returned the building grants, investment grants, and training grants, to the respective departments responsible for their grants, and what this amounted to in cash terms.

Mr. Chataway said the information was not available. Recovery of investment grant wholly or in part was made if a grant-aided asset was disposed of abroad before completion of three years of use. Similarly building grant became repayable if within a five-year period the grantee ceased to carry on the undertaking in the grant-aided building or changed the nature of the undertaking. Training grants were a matter for the Secretary of State for Employment.

Industrial development certificates

A number of questions were put on industrial development certificates and answered by Mr. Grant and Mr. Chataway, who also answered a question on employment in Durham.

Study of the steel industry

Mr. Davies answered a question asking what consultations he had with the British Steel Corporation concerning his decision to commission McKinsey's to undertake a study of the British steel industry, when the report was received by the Department, and on what date it was shown to the chairman of the British Steel Corporation. He said the McKinsey study on the international steel environment was commissioned with the full knowledge of the British Steel Corporation. The report was submitted shortly after that of the Joint Steering Group, and a copy was passed to the BSC immediately.

BSC prices in 1973

What was the latest estimate of the likely increase in the price of British Steel Corporation steel products upon accession to the European Economic Community on January 1973.' asked a Member. 'As I have already told the House', said Mr. Boardman, 'the aim is for BSC to move into profitability and regardless of entry into Europe some price increases will be necessary. The level of our steel prices within the Community will be determined by competition between the producers.'

Assistance to industry

Mr. Chataway published the total amount of financial assistance given to private industry in the form of loans, grants and other aids, in each of the last 10 years, and the estimated comparable figure for each year up to 1975, inclusive. Estimates for future years were contained in the annual White Papers on public expenditure. Up-to-date figures would be included in the next paper in this series, to be published in the autumn.

Figures in £ million at historic prices

	General financial assistance	Investment grants
1962/63 out-turn	47	
1963/64 out-turn	48	
1964/65 out-turn	55	
1965/66 out-turn	69	
1966/67 out-turn	107	
1967/68 out-turn	167	288
1968/69 out-turn	238	437
1969/70 out-turn	236	544
1970/71 out-turn	270	540
1971/72 out-turn (provisional)	248	462
1972/73 estimate	380	360

'General financial assistance' includes loans to private industry, regional assistance (including loans) under the Local Employment Acts, expenditure by the Industrial Research Establishments and Research Associations, expenditure in support of particular industrial projects (mainly in the field of civil aerospace), investments made by the Industrial Reorganisation Corporation, loans and grants to the NRDC and a wide variety of other measures of support such as technical information services, standards, export promotion, etc. It excludes direct procurement contracts by or on behalf of the Government (eg in the defence field). All figures are net of receipts and repayments.

Investment grants are shown separately, since they replaced investment allowance which were not a direct charge to Government funds.

Due to changes in Departmental responsibilities over the period, not all the annual figures are on a strictly comparable basis, and those for the earlier years in particular should be treated as approximate only.

Aluminium lifeboats

Asked whether he had given consideration to the construction of ships' lifeboats in aluminium as a protection against destruction by fire, Mr. Noble said full-scale tests in fire conditions have proved glass-reinforced plastic to be preferable to aluminium alloy in terms of resistance to fire. For this and for other reasons construction of ships' lifeboats was now almost exclusively carried out in glass-reinforced plastic.

Aircraft hi-jacking

A Member asked, as concerted international action and discussions had not succeeded in preventing or limiting the hijacking of aircraft, whether steps would be taken to refuse facilities at British airports to the aircraft of any country which had given refuge and comfort to hijackers of aircraft. Mr. Michael Heseltine, Minister for Aerospace, said refusal of facilities by the United Kingdom alone would not be effective and could bring harmful reactions. Only concerted international action might be effective, and the Government had supported consideration of an international agreement to provide a framework. The Council of the International Civil Aviation Organisation last week decided to pursue consideration of a convention for this purpose.

Helicopters in Scotland

Asked how many helicopters owned by the Department were based in Scotland, Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, said no helicopters were owned by the Department, but there were military and civil helicopters based in Scotland which could be made available for search-and-rescue purposes when needed.

Night-flying at Luton

Asked whether he was now able to state his intentions regarding aircraft movement at night at Luton Airport in the summer of 1973, and what reductions he expected, Mr. Heseltine was pleased to tell the House that the Luton Corporation and the Luton airline operators had decided to reduce aircraft movements at night in the summer season of 1973.

Following discussions with the Department it had been agreed that the limit on ordinary night jet movements in the summer season next year would be reduced to 3,650, of which not more than 1,440 would be take-offs. This compared with the expected 4,500 night jet movements, of which 1,890 will be take-offs in the current year. The Corporation had further decided that, in view of the expected operation at Luton next year of the much quieter TriStar aircraft with its Rolls Royce RB211 engines, provision should be made for an additional 340 movements by that aircraft, of which not more than 170 would be take-offs.

'I welcome these decisions as a significant contribution to our objective of reducing noise disturbance. It represents a reduction of some 24 per cent in the number of less quiet take-offs at night between 1972 and 1973', he said.

Concorde developments

Mr. Heseltine was asked what steps he proposed to take to refute statements about Concorde, promoted by people with a financial interest in the denigration of the project. He replied that Concorde's current tour was 'an eloquent indication of our determination to demonstrate the capabilities of this aircraft.'

Making a statement on the progress being made to obtain orders for the Concorde supersonic aircraft, he said 'it was the responsibility of the manufacturers to negotiate orders. But since BOAC announced their decision to order five aircraft on May 25, Iran Air had declared their intention to order three,' and discussions were in progress with a number of other airlines to whom Concorde was being demonstrated on its present tour. Negotiations with Air France were well advanced and an order was expected soon. He was also asked what assessment his department had made for a viable Concorde sales programme following the Far Eastern tour. He said the manufacturers' sales policy aimed to secure the earliest orders in the light of commitments to option-holders and the developing interest among other airlines including those to whom Concorde was being demonstrated on the present tour. 'We and the French Government are in close touch with the manufacturers and will give them our fullest support. I am impressed by the results so far of the Concorde visit to the Far East and Australia. This is part of the sales programme', he said.

Maplin Sands bird study

Mr. Onslow was asked for details of the study being undertaken into the problem of bird strike at Maplin Sands. He said it was being supervised by the Ministry of Agriculture, Fisheries and Food with the assistance of the Civil Aviation Authority, and would begin in August. It would consist of a study of bird behaviour before any changes in land use and of reactions during the constructional phase. An assessment would then be made of the potential bird strike hazard together with recommendations on remedial measures.

Britten Norman commitment

What was the present financial commitment of Her Majesty's Government to Britten Norman? asked a Member. Mr. Heseltine replied: 'I expect to receive shortly repayment of our debenture of £260,000. HMG is also an unsecured creditor for commercial exploitation levies of more than £100,000.'

TUESDAY, JUNE 27

Trading in stocks and shares

A Member asked Mr. Noble to list the provisions of the law empowering the Secretary of State to control trading in stocks and shares by persons possessing inside information. Mr. Noble replied: 'Sections 27, 28 and 29 of the Companies Act 1967 require that a director of a company shall notify it of his interests in shares or debentures of the company or associated companies, and that a register of directors' interests shall be kept and made available to shareholders and the public. Section 25 of the same Act regulates the purchase of share options by directors of a company. Sections 30 and 31 extend the provisions of Sections 25 and 27 respectively to spouses and children of directors. These requirements provide a substantial measure of protection against the misuse of confidential information.'

Submarine cargo vessels

Asked to do so, Mr. Grant said he would receive representations from, and give non-financial assistance to commercial interests who wished to revive the concept of the submarine cargo vessel in view of the potential importance of the Polar route to the Far East.

Footwear imports

Mr. Noble gave figures on imports of footwear by pairage for the period January to March in each of the five years to March 31 1972, the percentage increase over the preceding spring quarter, and the estimate of manhours of production capacity lost as a result of these imports.

	Thousand pairs*	Percentage change over the previous period
		%
Jan./Mar. 1968	21,277	+22
Jan./Mar. 1969	24,003	+13
Jan./Mar. 1970	22,532	− 6
Jan./Mar. 1971	22,645	+ 1
Jan./Mar. 1972	29,576	+31

(* Footwear with outer soles of rubber, artificial plastic materials, leather or composition leather (SITC(R) 851.01, 851.02).) Information about the manhour equivalents of imports is not available.

Industrial development

Mr. Grant answered questions on industrial development in Leek, Newport (Mon.), Robertstown (Aberdare), and factories in Wales.

WEDNESDAY, JUNE 28

Gatwick night flights

Mr. Michael Heseltine, asked for a statement on the control of night jet flights at Gatwick for the summer season 1973, said: 'After full discussion with the Consultative Committee for Gatwick Airport and with representatives of the airlines, I have decided that the number of night movements by jet aircraft at Gatwick during the 1973 summer season will be limited to 3,950; this compares with a figure of 4,950 in 1972. The planned overslabbing of the runway may result in the actual number of night jet movements in 1973 being substantially less than the permitted maximum.'

Accountancy and the EEC

Mr. Noble, was asked if, following recent exchanges within the Groupe D'Etudes des Experts Comptables de la CEE, he would make a statement regarding reciprocal recognition and acceptance of accountancy qualifications within the European Economic Community, said: 'I am aware that the Groupe D'Etudes, which is not a formal Governmental body, is currently studying reciprocal recognition of accounting and auditing qualifications; it would be premature for me to make any statement on the subject.'

Companies Act

Mr. Noble, asked if he would recognise for the purposes of Section 161 of the Companies Act 1948 a body consisting entirely of individuals authorised under Section 161(1)(b) of the same Act, said no. 'I would have to satisfy myself among other things that future as well as present members of such a body would have qualifications sufficient to warrant their auditing the accounts of companies', he replied.

To another question, he said it was too early to say how he intended to exercise his responsibilities under Section 161 of the Companies Act 1948, following entry into the European Economic Community. The EEC had not yet adopted any directive or promulgated any draft directive relating to auditors' qualifications.

Scotch whisky

Asked to state the export earnings obtained from Scotch whisky in each of the last 10 years, Mr. Noble said exports of whisky were valued at £227 million in 1971. The figure related to Scotch and Northern Irish whisky; figures for the earlier years were published in the Annual Statement of Trade.

Night jet movements

Replying to a question about limitations on night jet movements at Manchester Airport for the summer season of 1973, Mr. Onslow said: 'Following upon Departmental discussions with the airport Consultative Committee and the Manchester Corporation, the Corporation, with the concurrence of the Consultative Committee, has limited night jet movements between 2,330 and 0600 from April 1 to October 31, 1973 to a total of 3,250 movements of which not more than half are to be take-offs. This compares with a limit of 4,000 movements this year and I am much encouraged by the Corporation's constructive approach to the problem of controlling aircraft niose.'

Industrial inquiries in Wales

Mr. Grant listed the number of industrial inquiries for sites in Wales from January to June and July to September 1965 and thereafter until 1972.

	Jan./June	July/Sept.
1965	141	79
1966	198	68
1967	175	98
1968	297	148
1969	266	88
1970	218	77
1971	142	77
1972	208*	—

* to June 23, 1972.

North Sea oil and gas boreholes

Lord Limerick, Parliamentary Under-Secretary of State for Trade, was asked how many boreholes were drilled altogether in the North Sea, and how many were dry. He answered: 'So far, 400 wells have been drilled for petroleum on the United Kingdom Continental Shelf, 195 exploration wells and 205 appraisal and development wells. Of the 195 exploration wells, 29 contained significant quantities of oil or gas; seven have been established as being in commercially viable fields.'

THURSDAY, JUNE 29

European Patents Office

Mr. Davies was asked to state where the proposed European Patent Office will be sited. He said: 'It was agreed by a unanimous vote save for ourselves and one other country who abstained, that the office should be at Munich.

'Agreement was however reached that the European Patent Office could arrange with the UK Patent Office that a substantial proportion of applications for European patents would be dealt with at the UK office over the ensuing 15 years.'

Herbert Ingersoll Ltd.

Mr. Grant was asked to estimate the effects of the floating of the pound sterling and the consequences for the machine tool industry of Great Britain's competitive position overseas on the viability of Messrs. Herbert-Ingersoll at Daventry in which Government money is invested. He replied that it was not possible at this stage to make any assessment of the consequences for individual industries of the decision to float the pound sterling on a temporary basis. In respect of Herbert Ingersoll Ltd. it was for the Receiver to take into account the various factors including the floating of the pound sterling.

EEC and the brewing industries

Mr. Noble was asked what provisions of the European Economic Community Treaty and regulations affected the beer supply tied house system in Great Britain; and what steps were proposed in relation to this system prior to entering the Community. Mr. Noble said that Articles 85 to 90 of the Treaty of Rome dealt with competition. The current inquiry by the European Commission into competition in the brewing industry in existing member states was being conducted under Council Regulation 17. It would be inappropriate to consider whether action on the tied house system in Great Britain was required until the Erroll Committee had reported.

Mr. Noble was then asked to investigate the extent of the changeover from tenanted public houses to managed houses by the major brewers, thereby further establishing the tie in all their products in managed houses, and inform the Erroll Committee of his findings. He said: 'No. It is open to the Erroll Committee to make its own investigation of this matter if they regard it as relevant to their enquiry.'

In answer to a suggestion that he should institute an inquiry into the practices being adopted by the major brewers where trading arrangements between them were being established to exclude independent suppliers of drinks and other products, and submit his findings to the Erroll Committee, Mr. Noble said: 'No. If there are any such arrangements or agreements that fall within the scope of the restrictive trade practices legislation, this is a matter for the Registrar of Restrictive Trading Agreements.'

EEC policy on research and technology

Mr. Emery was asked in what respects the Secretary of State disagreed with the proposal of the European Economic Community Commission for a community policy on scientific research and technological development, 'This proposal has only just been received and is now being closely studied', he answered. The same answer was given to a Member who asked about policy towards the EEC Commission's proposal for a European committee on research and development. A question on the future of Euratom in general, and the joint research centre in particular was also put and Mr. Emery said:

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PARLIAMENT
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'At this time, informal discussions are taking place between members of the community and my officials on these matters.'

Gravimetric dust standard in coal mines

A Member asked when the report would be issued on the effect of the interim gravimetric dust standard introduced into coal mines in March 1970. Mr. Emery replied: 'Because pneumoconiosis is slow to develop, the effects on the incidence of the disease of any new measures for its control are not apparent for many years. I am particularly concerned to secure further improvement in the control of the disease.

'The National Joint Pneumoconiosis Committee will be reviewing the experience of the last two years at a meeting I am calling. Meanwhile the hon. Member will be glad to know that the National Coal Board has succeeded in obtaining a significant overall improvement in dust conditions in the coal mines since the introduction of gravimetric sampling.'

Coal research

'The national expenditure on research and development on the production and utilisation of coal for the current financial year is approximately £5¼ million, 'said Mr. Emery in answer to a question. 'To try to obtain further uses of coal, about £¼ million of this amount is being spent on research into the use of coal in new processes or by-products of carbonisation.' Mr. Emery was also asked about work on the direct underground gasification of coal, and replied that ten years experimental work had shown by 1959 that the commercial prospects did not justify further expenditure. The prospects had not improved since that date, and now no further work was being undertaken. A further question concerned work in the United Kingdom on the conversion of coal into oil. Mr. Emery answered: 'Research and development work on the conversion of coal into oil is being carried out in countries where the ratio of coal to oil prices is more favourable to such processes than in the United Kingdom. The progress of the work in this field is kept under review by the Scientists of the National Coal Board and the Department, but at the moment no further work is being undertaken.'

Industrial development

Mr. Grant circulated information giving, for development and intermediate areas, employment estimated to arise from projects for which assistance under the Local Employment Acts was approved, total expenditure under the LEAs, total assistance approved and advance factories built but without tenants allocated.

FRIDAY, JUNE 30

Glamorgan Airport

Mr. Onslow was asked about representations from the Welsh Advisory Committee for Civil Aviation regarding the provision of an instrument landing system at Glamorgan airport; and what action was proposed. Mr. Onslow answered that the Advisory Committee, which ceased to exist on April 1 this year, supported Glamorgan County Council's request for an instrument landing system at the airport. This was now a matter for the Civil Aviation Authority to consider.

Local authority airports

Mr. Onslow was asked to ascertain and publish the number of passengers passing through each of the local authority airports in Great Britain in 1971. He said: 'Such statistics are collected and published for all United Kingdom airports licensed for public use, except a few that have relatively little passenger traffic. Figures for the year 1971 were given in Business Monitor, Civil Aviation Series, CA2, published by Her Majesty's Stationery Office in March this year.'

Spitzbergen

Mr. Grant, when asked what assessment his department had made of the mineral resources of the archipelago of Spitzbergen; and what encouragement was being given to British nationals to explore and exploit them, said 'None, but the National Environment Research Council is supporting basic research into the structure and geology of Spitzbergen and the adjacent area of the Barents Sea. No special encouragement has been given.'

Ecology

Asked what consideration was being given to conservation, pollution and other ecological factors in his review of energy policy, Mr. Emery said: 'These important factors are given the fullest consideration in the Government's regular reviews of energy questions.'

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies; carriage extra.

Mr. Emery was also asked what action was being taken by the DTI in accordance with the recommendation contained in the study, Pollution: Nuisance or Nemesis, that the nuclear power programme should be slowed down until the waste disposal prblem is solved. 'The Government keep a very close watch on the vital problem of the disposal and storage of radioactive waste, but in their view it does not justify deferment of projects for the development of nuclear power', he replied.

Hi-jacking

A question was put to Mr. Onslow on discussions with the Governments of member countries of the International Civil Aviation Authority about enforcing the Hague Convention of 1970 against hi-jacking. Mr. Onslow replied: 'On June 19 our Representative on the Council of the International Civil Aviation Organisation supported a proposal, which was adopted, to work on the preparation of an international agreement to provide a framework for concerted international action, and urging all States to become parties to the Hague and other relevant Conventions.'

British Steel Corporation

Mr. Boardman was asked to list those works in the Engineering Division of the British Steel Corporation which were to be established as Companies Acts' companies with a view to the introduction of private capital. He replied: 'I assume the hon. Member is referring to the Constructional Engineering Division which the British Steel Corporation announced on April 6 has been established as a single Companies Acts Company—renamed Redpath Dorman Long Ltd., a wholly owned subsidiary—with a view to the eventual introduction of private capital. No part of the engineering activities of the new company is to be established as a separate company and I am asking the chairman to provide the hon. Member with a list of the works it comprises.'

Kingsnorth, Europe's largest dual-fired power station, headed the top 20 CEGB coal and oil fired stations with the highest thermal efficiency during the year 1970-71. Honeywell Ltd. was main contractor for the instrumentation and control systems at Kingsnorth, which provided the automation company with its largest control systems contract—worth over £3 million. The picture shows the control console of Unit 2 boiler/turbogenerator.

GOVERNMENT SALES

MINISTRY OF DEFENCE

July 12/13, 1972 Miscellaneous: Vehicles and Plant

Location: Ordnance Storage and Disposal Depot, Ruddington, Notts.

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham NG1 2GL. (Tel. 0602 54272)

Saloon cars, estates, limousines; heavy duty trucks, light vans; cranes; tippers; dumpers; refuellers; coaches; ambulances; breakdown trucks; fork lift trucks; travellers; tractors; graders; motor cycles, etc.

July 19/20, 1972 Miscellaneous Stores

Location: Regional Depot, RAOC, Hereford

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel: 0432 4366)

Fork lift trucks; pallet transporting trucks; 5-ton Bedford lorries; cabin trailers; industrial tractors; fire pumps; warehouse trailers; 6-1,000 gallon fuel tanks; machine tools including lathes, milling machines; grinders and hacksaws; tyres; batteries; chargers; hydraulic jacks; paint spraying plants; electric cable; generator test benches; rectifiers; transformers; tentage; tarpaulin sheets; oscilloscopes; No. 7 directors; watches; compasses; binoculars; theodolites; furniture including dressing chests, fold flat and other chairs; tables and wardrobes; carpets; pillow cases; greatcoats; battledress and other trousers and various clothing; white and coloured blankets; aircraft, MT and electrical spares; scrap canvas, rags and woollens.

July 26, 1972 Miscellaneous Stores

Location: Auctioneers premises

Auctioneers: Woolland Son & Manioo (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel: 0752 69292)

Miscellaneous items of surplus clothing; textiles; furniture; hand tools; valves; electrical equipment, etc.

August 9/10, 1972 Miscellaneous Stores

Location: The Lido Hall, Worthy Lane, Winchester, Hants.

Auctioneers: Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel: 03292 4211)

Barford dumpers; agricultural tractors; concrete mixers; stacker trucks; surplus medical equipment; tyres and inner tubes; flexible metallic tubing; 25,000 gallon sectional water tank; air compressors; wooden and metal boxes; machine tools including milling and grinding machines; lathes; hand operated bending and forming machines; guillotines; drilling, buffing, shaping machines, etc.; miscellaneous furniture; clothing; scrap rags and canvas; and many other items of general surplus stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal orders only).

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET; or by telephoning 01-828 3400.

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the under-mentioned vessel 'as lying' at HM Dockyard, Portsmouth.

St Ives W2 Bucket Dredger. Steel, built 1945. G.T. 938. N.T. 357. Length (B.P.) 195 ft. Breadth 40 ft. Depth (mld) 14 ft. 6 in. Light Displacement 1,360 tons. Engine: Single screw, steam, oil fired, triple expansion, surface condensing, by Fleming and Ferguson, Paisley. IHP 708.

Copies of form of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address, in envelopes clearly marked 'Offer to Purchase "St Ives W2" ' and must be received not later than noon on July 18, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

DEPARTMENT OF THE ENVIRONMENT

Public Auction no. 8

A Public Auction sale of surplus Government Furniture and Equipment has been arranged at the Department of the Environment, Supplies Division Store, Bay 5, Ashton Vale Road, Bristol 3. The sale will commence at 1000 hours on July 12, 1972, viewing will be allowed between 0900 and 1630 hours on July 11, 1972. The Auctioneers are Messrs. Stanley Alder and Price, 7 St. Stephens Street, Bristol 1, catalogues will be available from them.

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The role of export houses, factors, insurers, insurance brokers and credit consultants

by the Hon. Liliana Archibald, Credit Consultants Ltd.

THE multiplicity of services available to exporters is almost bewildering. Whether an exporter finances his exports through a clearing bank, merchant bank, an export house or a factor, the role of insurers, insurance brokers and credit consultants remains indispensable and at the heart of all transactions. Their vital role will be discussed in greater detail below.

Most exporters claim that selling their goods overseas seriously affects their company's cash flow position; it is in this sense that it has been argued that exports seriously affect the commercial viability of a company, unless they use the facilities now so freely available.

Many manufacturers who wish to obtain payment as early as possible in an export transaction usually use the services of export houses. The Directory of British Export Houses, which was published in 1971, lists some 700 export houses who between them handle some 20 per cent of United Kingdom exports which amounts to £1,800 million per annum. Ninety per cent of United Kingdom exports are sold on cash or on credit terms up to six months, and it is in this area above all that export houses play a leading role. Adaptable and above all flexible, export houses have a very important part to play in the financing of short term exports even though the percentage of exports handled by export houses has decreased. Before the first world war they handled some 75 per cent of United Kingdom exports, and as mentioned above, they are at present handling some 20 per cent of United Kingdom exports.

There are possibly three major reasons for this: firstly, that increasingly industry acts as its own exporter, finances its exports either itself or through a clearing or merchant bank; secondly, because unit values of exports have increased substantially since 1945; and thirdly, because the agency system, which characterises most export houses and which was appropriate to the old commonwealth trade routes, is no longer considered suitable for selling to sophisticated markets. In recent months there have been growing criticisms from other developed markets, particularly West Germany, where there is a concentration of highly specialised industries such as electronics, chemicals and mechanical engineering who reiterate that they must have direct contact with the United Kingdom exporter if trade between the United Kingdom and West Germany is to grow.

There are in fact seven easily identifiable ways in which export houses work; and some indeed work in a multiplicity of ways. There are merchants who buy and sell on their own account, acting as principals between suppliers and customers. Merchants have also helped to develop new techniques of selling, and it was they who in the post-war period brought barter and compensation deals to their present level of sophistication. There are confirming houses who undertake full responsibility for payment, usually as principals, for orders placed by buyers overseas either direct on a manufacturer, or by the confirming house on behalf of the buyer on the manufacturer. In these situations the confirmer normally pays the manufacturer prompt cash. There are the manufacturers' 'agents' who hold selling rights from the manufacturer for sales of all or some of his products in one or more markets. In this situation he sells as agent on behalf of the manufacturer. There are export houses who act as the manufacturer's own export department, corresponding and selling in the manufacturer's name and working on a commission basis. And there are buying indent houses who either act as agents for overseas customers—in which case they place orders as agents, for the ultimate buyer, or they are specialists for overseas organisations, such as store buyers, and buy on their behalf as principals.

This is the third in a four-part series describing facilities available for financing exports. The first article—on the work of the Export Credits Guarantee Department—appeared in the June 15 issue of *Trade and Industry*, and the second—on the Clearing Banks—on June 29. The remaining article will discuss the Merchant Banks.

Close co-operation

The export finance house works in close co-operation with manufacturers or groups of manufacturers on the one hand, and foreign buyers or foreign governments on the other in complicated transactions where the credit given is long. Export finance houses are usually connected with one or more banks or financial institutions. It is interesting to notice that between 15 and 17 per cent of financed exports handled by export houses are covered by various types of Export Credits Guarantee Department policies; unfortunately, precise statistics are not available so that this must remain an informed guess.

All export houses not only provide finance for United Kingdom exporters, but also offer a series of most valuable services. In one way or another they are market experts; they have detailed and specialist knowledge of the machinery of

export; and they are able to deal with many of the complexities involved in international trade such as packing, shipping, insurance, import regulations, tariffs, quotas, licences, as well as exchange and payment terms.

We come finally to the seventh and newest arrival on the export house scene; the factors. The factor is primarily concerned with the service he offers that can be used as a tool in the expansion of sales; thus he cannot be seen simply as a financier of exports, but more as a management aid to companies wishing to develop their exports. There seems to be a growing impetus away from the desire to handle exports up to 180 days on a documentary basis. The factor primarily gives an exporter the opportunity of dealing on open account terms in a foreign market where collection is carried out in that market; the factor normally has the capacity to underwrite 100 per cent of credit limits of an agreed risk. The factors would argue that they are able to apply the principle of economy of scale to an export company in particular markets. The factor can offer full credit control, marketing statistics, ledgering and collection according to the local market situation, and can therefore dispense with many of the worries associated with attempts to export on open account terms.

Factored export turnover

An informed guess relating to the factored export turnover from the United Kingdom would indicate that the factors are involved in something between £25 to £35 million per annum. However it is important to point out that export factoring services of a really comprehensive nature have only been available for a few years, so that this figure may have little relevance to the potential that could develop in this field. Many factors anticipate that there will be a substantial growth upon entry of the United Kingdom into the Common Market. An interesting observation is that some factors are finding that United Kingdom companies are only using their services as opposed to their finance. Factors do not as a rule use ECGD because thay have their own overseas correspondent relationships which involve the overseas factor in carrying whatever risks are involved.

It was stated earlier on that one of the hallmarks of export houses was flexibility. It is of immediate interest that the factors themselves, although newly established in the market, are already evolving and producing new techniques which could over the years be of significant interest. It is worth mentioning at this stage that the clearing banks and a significant number of merchant banks are now involved with one or other of the factoring companies operating from the United Kingdom. Thus to the facilities which include export intelligence, marketing and accountancy are now added specialities which the clearing banks and merchant banks can provide of international money markets.

One factor in particular has set up a central marketing bureau in order to identify import requirements in one market and assist clients to satisfy them by exporting the required products or goods from another. Not only is this an interesting way of trying to generate more business for the factor, but this type of basic sales intelligence, properly handled, could prove of importance with the inevitable trade diversion that will take place when the United Kingdom joins the Common Market. Factors, unlike export houses, do not intervene between the supplier and the buyer as agent or indeed as a principal.

We come now to the purely service industry, and in particular to insurers, whether Lloyd's or Companies, without whose support and protection international trade would come

(*continued on next page*)

"I'd be sticking my neck out to give you export finance on a thing like that."

Once upon a time there was a capital goods manufacturer with a bright export idea and no finance to back it.

Enthusiastically he took his idea to his bank. Only the bank manager wasn't as enthusiastic as he was. Had he gone to Williams & Glyn's Bank his story might have had a happier ending. Like that of Edgar Pickering, Managing Director of Edgar Pickering (Blackburn) Ltd.

Pickering had a bright idea for a new design of tufted carpet machine. So he took it to Williams & Glyn's Bank.

Williams & Glyn's saw at once that the machine was way ahead of the competition and likely to do well in the export field. Suddenly Edgar Pickering was allowed a bigger overdraft. His cash flow problems were immediately eased by export credit facilities.

As a result his fortunes rose rapidly. From nothing; his pre-tax profits went up to £500,000 in four short years. And he won a Queen's Award to Industry – three times.

The moral of the story is to take your bright ideas to Williams & Glyn's Bank.

Ring Tony Killick on 01-623 4356. Or fill in the coupon.

To: Export Finance Office, Williams & Glyn's Bank Ltd., 67 Lombard Street, London EC3P 3DL

Please contact me/send me details about your Export Finance Service.

Name_____ Position_____

Company_____

Address_____

Tel_____

WILLIAMS & GLYN'S BANK

What you want a bank to be T.I./2.

to a full stop. It must be appreciated that, depending on the type of export sale, United Kingdom institutions, whether they be the Export Credits Guarantee Department, a clearing bank or a merchant bank, insist that one or other type of insurance be taken out, and if none of these happen to be interested in the existence of a particular type of insurance policy, then the exporter, on the grounds of commercial prudence, would himself take out the relevant type of insurance cover.

Lloyd's are world leaders, for instance, in providing cover for the export from the United Kingdom of precious stones, including diamonds. There are the absolutely necessary marine policies to cover cargoes going to overseas countries; there are policies to cover cargoes which are carried by air, and indeed on the argument that prevention is better than cure, Lloyd's underwriters have made studies of airport security throughout the world in an effort to make sure that goods arrive safely.

The largest export from the United Kingdom, whisky, is protected by insurance policies from the moment it leaves the distillery to fob at United Kingdom port against the risk of hi-jacking. Exporters' interests are looked after throughout the whole world by the Lloyd's agency system; and in some cases the Lloyd's agent has the ability to settle claims on the spot following a survey. The type of intelligence which flows back from all over the world to Lloyd's provides a beneficial and invaluable service to the United Kingdom exporting community.

New forms of insurance cover

As with the export houses, so Lloyd's, Lloyd's brokers and credit consultants have proved their flexibility. All three working together have produced new forms of insurance covers of great utility to exporters, particularly in the engineering and capital goods field. Consider for instance the recourse indemnity policy which was developed primarily to assist exporting companies in limiting the contingent liabilities on their balance sheets, an obligation which is inherent in every recourse agreement for every medium term contract insured by ECGD. Consider also the new types of cover dealing with liquidated damages for delay and non-performance offered to first class companies, with the result that this aspect of an export contract can be properly costed almost for the first time.

Other policies of the 'sleep at night' variety have also been developed over the past few years. To mention but a few; contract repudiation before acceptance of goods, failure to implement conditions precedent under an ECGD financial guarantee, and abandonment of industrial fairs overseas, which in the event of abandonment can lead to financial loss for organisers and/or exhibitors. It is the duty of insurance brokers to know their markets so that they can place their clients' business on the most advantageous terms, to keep in touch with their clients so that problems arising (and exporting is a hazardous business) can be dealt with expeditiously and hopefully before a crisis occurs.

Credit consultants have a unique role to play over the broad spectrum of export finance. They specialise primarily in solving problems brought to them by industry, financing institutions or insurance brokers. It even happens that, unless solutions are found, a particular export would either not take place or would expose an exporter to undue hazards. It is also the duty of credit consultants to be aware of the detail of the facilities offered by ECGD, which type of finance would suit a company or particular transaction best, and to know in detail what cover is available from overseas export credit insurers. Last but by no means least, credit consultants layp a useful part in acting as a filter between the Export Credits Guarantee Department and private sector insurers so that each can be kept informed as to what the other is doing and whether or not 'spin off' private sector insurances might be required from a particular type of Export Credits Guarantee insurance transaction.

It seems certain that the export problems of United Kingdom industry and commerce can be solved as a result of the incredible range, flexibility and adaptability of export houses, factors, insurers, insurance brokers and credit consultants. Indeed it seems highly probable that if problems cannot be solved in the United Kingdom they cannot be solved anywhere else.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

Hungarian Government officials and industrialists have been visiting Britain for technical co-operation talks at the invitation of General Electric Company Ltd. and Tube Investments Ltd. Left: Lord Limerick, Parliamentary Under-Secretary of State for Trade, seen at the Department of Trade and Industry with Dr. S. Udvardi, a Deputy Minister of Foreign Trade. Right: Discussing overhead line fault indicators at the works of GEC Measurements Ltd., Stafford, are Mr. Robert Geist, head of the division of the Ministry for Foreign Trade, Budapest; Mr. A. Mills, managing director, GEC Measurements; Mr. J. Sebestyen, deputy chairman of the State Office of Technical Development, Budapest; Mr. Istvan Muller, deputy head of the Department of Perspective Planning, Ministry of Metallurgical and Machine Industry, Hungary; Mr. G. L. Marfy, commercial secretary, Hungarian Embassy; Mr. W. D. M. Ingram, area manager, Eastern Europe, General Electric Company; and Mr. J. W. Parkinson, European relay sales manager, GEC Measurements.

DTI to support British exhibitors at 66 trade fairs abroad

DURING the third quarter of 1972 over 1,200 British companies will be exhibiting products at 66 overseas trade fairs in 27 countries with the assistance of the Department of Trade and Industry. In addition, about 300 British companies on 19 overseas selling missions will receive support from the Department. There will also be 17 store promotions and three shopping weeks.

The current Trade Drive in Denmark continues with British firms taking part in a Fashion Fair and an Electronics Exhibition (Electronik) in Copenhagen. In the South German Trade Drive the next sizeable event is the British Shopping Week in Stuttgart (September 29-October 7) involving 124 retail outlets. British participation is also being organised at other important events in Europe, including the Modern Electro-Technical Equipment Exhibition and the Modern Agricultural Machinery, Equipment and Instruments Exhibition, both in Moscow, the Leningrad Containerisation '72 Exhibition, the Brno International Engineering Fair, the Helsinki International Trade Fair, the Cologne Photokina Exhibition and the International Dairy Engineering Exhibition in Frankfurt.

Among other major events featured in the Department's programme of overseas trade promotions will be the UK to USA Project—a series of special displays in American stores of well-designed British consumer goods, the South Coast Plaza Stores Promotion (British Expo 72) in Costa Mesa, the New York Gift Show, the New York International Water Supply Congress, the 5th World Congress of Anaesthesiology in Kyoto, the Bogota International Trade Fair and the South African Building Exhibition in Johannesburg. Products ranging from electronics, office machinery and optical equipment to boats, furniture, hardware, fashions and leather goods will also be on show at other British displays

National exhibition centre at Birmingham

MR. Michael Noble, Minister for Trade, together with Mr. Keith Speed, the Joint Parliamentary Under-Secretary of State, Local Government and Development, met Councillor Yapp, leader of the majority party in the Birmingham City Council, and other Council representatives at the Department of Trade and Industry on June 29 to discuss the Birmingham national exhibition centre project.

The Ministers informed the Birmingham representatives that the Government had noted that it had not proved possible to obtain finance for the project from private sources on satisfactory terms, as had been hoped. The Government, having regard to the country's pressing need for a modern international exhibition centre, had agreed in principle that the project should go rapidly ahead, and that the Birmingham Corporation should, therefore, itself provide such loan finance as could not be raised from the private sector, and should accordingly bear the ultimate financial responsibility for the project. The Birmingham Corporation would accordingly be given the authority which it would need to increase its borrowing for this purpose. The Government was appreciative of the effort which the Birmingham Corporation and Chamber of Commerce and Industry had put into the enterprise and the enthusiasm with which it was supported in the West Midlands.

The Ministers also informed the Birmingham representatives that the Government would, in addition, continue to support the project with direct financial assistance of up to £1.5 million. £270,000 of this money had already been made available to bring the project to its present stage and the further £145,000 already announced would ensure that the work could continue with all speed.

An early notable success announced at the International Mechanical Handling Exhibition, held in Johannesburg from June 15-20, was an order for 12 forklift trucks, valued at £72,000, placed by Anglo African Mechanical Handling (Pty.) Ltd., the largest company in South Africa specialising in hiring out forklift trucks, with Henley Forklift Co. Ltd. of Pontllanfraith, Blackwood, Monmouthshire. Seated in the picture are Mr. Winston Cronin, managing director of Afmec, who is signing the order, with Mr. Hardwick, managing director of Henley Forklift Co. Ltd. on his right. The joint venture section, sponsored by the Engineering and Building Centre of Birmingham, comprised 20 of the 70 exhibitors. Some 15,000 visited the show.

Lisbon International Trade Fair attracts a quarter of a million people

From the British Embassy, Lisbon

THE Lisbon International Trade Fair opened on June 9 for the 13th consecutive year. This event, sponsored by the Portuguese Industrial Association, has won increasingly wide acclaim as a workroom promising a diversity of prospects for expansion.

The exhibition grounds cover 42,000 sq. m. and displayed the products of 23 countries, including Portugal herself. On the domestic side, furniture, handicrafts, heating appliances, lighting, textiles, wood and cork, glassware, foodstuffs and beverages, household electrical appliances, household articles, music, radio and television enjoyed strong representation. The industrial side featured electrical equipment, textile machinery, agricultural, building and civil engineering equipment, shipbuilding, mineral oils, plastic and synthetic materials, metallurgy, transport vehicles and equipment, sanitary appliances, packing and preserving, paper machinery, cold storage, the hotel trade, industrial and pharmaceutical chemistry.

With expanding sectors of Portuguese industry, the organisers have now created further specialised exhibitions to which some sectors of the present International Fair will in future be hived off.

Although exact figures are not yet available, it is estimated that almost a quarter of a million people had an opportunity to appraise the products of nearly 2,000 exhibitors.

Approximately half of the exhibits were Portuguese, the remainder originating from abroad and shown either through agents in Portugal or by direct manufacturer's participation. Direct participation by British manufacturers was, as usual, through a joint venture scheme organised by the Birmingham Engineering and Building Centre, and sponsored by the Department of Trade and Industry. In this way 11 manufacturers participated this year in the joint British stand, including Thorn Domestic Appliances Ltd. (Kenwood) and Kaymet Co. who exhibited in a more appropriate section alongside other (electro) domestic equipment. Some had exhibited previously, namely Aven Tools, but now under their new company of Firth Brown Tools; GKN Screws and Fasteners Ltd.; R. A. Lister & Co. Ltd.; as well as Kaymet Co. and Thorn Domestic Appliances Ltd. All were satisfied and assessed their participation as very worth while.

The British exhibits this year could be divided into light engineering, on the one hand, and domestic/hotel catering on the other. This latter category included products of the Stainless Steel Sink Co. and domestic/hotel catering waste disposal equipment of the Haigh Engineering Co. It is interesting that the nature of the Fair has also suggested to the Engineering and Building Centre that in 1973 it could well be advisable and profitable to stimulate interest in exhibiting among a wider section of British industry, notably the manufacturers and suppliers of building materials and the many products and materials in this field which British industry has done so much to develop and promote.

On the eve of her entry into the Common Market, the UK should not forget the importance of her old trading partner, Portugal. As Portugal's principal trading partner, providing Portugal with goods and services of about £100 million per annum, it is particularly appropriate to recognise that one of the more successful ways of acquiring and establishing a foothold in the Portuguese market is through personal contact with Portuguese businessmen. This is facilitated in particular by participation in the International Trade Fair of Lisbon.

MISSIONS and TOURS

Demand for British mining equipment likely to continue

IN THE past four-year period Britain's principal overseas markets for mining equipment have been Australia, Canada and South Africa. That is a situation which is likely to continue as a result of a visit to be made to Britain in August by a group of 30 senior executives of mining concerns in those three countries.

This Inward Mission is being organised by ABMEX (the Association of British Mining Equipment Exporters) and the visiting party is expected to include heads of major organisations, such as, from Australia, the Group Mining Managers of Mount Isa Mines Ltd., and NSW Electricity Commission; from Canada, the president of McIntyre Coal Mines Ltd., and the manager of mines of International Nickel Co. of Canada Ltd., and from South Africa, management from the Chamber of Mines of South Africa; Anglo American Corporation of South Africa Ltd., and South African Iron & Steel Industrial Corporation Ltd.

A programme of visits to NCB collieries and metalliferous mining operations has been organised which will show the visitors the latest in British mining equipment and techniques, and demonstrate their capabilities in their working environment in NCB collieries (with particular emphasis on the longwall system of mining) and in processing plants and metalliferous mining installations.

Cornwall, North Wales, Scotland and Ireland are included in the itineraries for the two-week mission which culminates in their attendance at the International Mining Equipment Exhibition at Olympia in mid-August.

This, the most comprehensive mission programme yet organised by ABMEX, has the active support of the National Coal Board, certain metal mining companies and the formal recognition of the Department of Trade and Industry and the co-operation of HM Commercial Officers in the territories concerned.

Export chief to visit Hong Kong and Australia

MR. KENNETH THOROGOOD, chairman and managing director of Tozer Kemsley & Millbourn (Holdings) Ltd., the international finance and investment group, left London on June 27 to visit the Hong Kong, Australian and New Zealand offices of TKM.

The TKM Group has 72 subsidiaries, 22 associated companies and 30 overseas offices in 23 countries. Its turnover is now running at £350 million a year.

Willowbrook Ltd. of Loughborough recently toured a number of European countries demonstrating the Expressway motor coach which the firm has just developed. The coach is said to be Britain's first all-metal coach in line production and was designed with special emphasis on the safety, comfort and convenience of passengers. Safety features include a steel framework providing roll-over strength and impact resistance to protect passengers, extensive all-round vision from the driver's seat with a laminated safety glass windscreen, wide use of fire resistant materials and padded facia to prevent injuries. Photograph shows the coach after a demonstration on the Margaret Island on the river Danube, Budapest. As a result of the tour a party of 25 operators from Holland will visit the firm in October.

EXPORT ORDERS

£1½ million Brazilian insulation contract completed two months ahead of schedule

Brazil's first insulated buried fuel oil pipeline for which Dick's Eagle Insulations Ltd., a member of the Thos. W. Ward Group, were awarded a £1½ million insulation contract last year, is now on stream.

The contract involved the supply of all raw materials and specialised plant from the United Kingdom as well as fabrication on site and in the field.

The 10 in. diameter pipeline which is insulated by Dick's patented 'Polypayre' process, covers a distance of 100 km. from the new Petrobras refinery at Paulina to the Barueri terminal on the outskirts of Sao Paulo.

Despite tough terrain—the pipeline had to cross mountains, rivers and valleys—Dick's, their Brazilian associates Temporal S.A. and the pipelaying contractors Techint, completed their operations two months ahead of schedule.

Fridge export sales up

Deliveries of British domestic refrigerators to overseas markets in April were 22,239 compared with 16,972 in April 1971, according to figures issued on June 22 by the Domestic Refrigeration Development Committee. This was an increase of 31 per cent. The value of exports in April was £900,992 compared with £502,788 in April 1971, showing an increase of 79 per cent.

For the first four months of the year exports of British domestic refrigerators totalled 97,395 compared with 59,712 in the first four months of 1971, an increase of 63 per cent. The value of exports in this period was £3,215,476 compared with £1,694,360 in the first four months of 1971; this was an increase of 84 per cent.

South Africa selects British water meters

A contract in excess of £10,000 to supply over 200 cold water meters for the Johannesburg Municipality in South Africa, has been awarded to Arkon Instruments Ltd. of Cheltenham, the industrial instrument subsidiary of the Walker Crosweller Group. This is the largest export order for meters ever to be received by the company and was won through their South African agents, Bells Controls Pty. Ltd.

British freezing tunnel selected

Technoexport, the Czechoslovak state trading organisation, has placed a £26,000 contract with Douglas-Rownson of Basingstoke, through Dominions Export Co. of London. The order is for a poultry blast freezing tunnel which is to be installed at Drubeznictvi Xaverov, a major poultry producing complex near Prague. Installation of the freezing tunnel will bring the freezing capacity of the complex up to 3,600 birds an hour.

£600,000 US pump deal concluded

A £600,000 order from the United States for 21 glandless boiler circulating pumps for six conventional power stations has been received by Hayward Tyler & Co. the Luton based member of Stone-Platt Industries.

The order was placed by Combustion Engineering of America and is for pumps ranging from 800 h.p. to 1,250 h.p., for delivery between February 1973 and July 1974.

Hayward Tyler's marketing director, Mr. G. C. Warburton, said, 'This latest contract brings the total number of pumps ordered in the past two years for the North American power industry to well over 100 at a value of nearly £3,000,000.'

Water storage cisterns supplied to Muscat

Glass-fibre cisterns for water storage purposes are now being supplied to Muscat, in South East Arabia, by Sharples Engineering Co. (Bamber Bridge) Ltd. The Lancashire company has recently received an order for 250 cisterns having nominal storage capacities of 40 gallons.

Three acres of Welsh green slate flooring for US air terminal

An American contractor has placed an order for slate worth $222,500 with Penrhyn Quarries Ltd. The shipment, mainly of ¾ in. riven Penrhyn Conifer Green slate, will weigh nearly 700 tons.

This Welsh slate is to be used for flooring, skirting, panels, copings and thresholds at the International Terminal, Logan Airport, Boston, Massachusetts, and the flooring alone will cover some three acres.

Six machines despatched to Chile

HY-MAC Ltd. recently shipped to Chile six 610C machines specifically designed for use at a paper pulp factory being built for Celco. Including spares the total value of the order is around £100,000. Design and foreign equipment procurement for the plant is being carried out by the Creusot-Loire Enterprises (ENSA) Group based in Paris. Construction is by Celco.

£250,000 rolling mill off to Germany

Sir James Farmer Norton & Co. Ltd. of Manchester and Wolverhampton recently signed a contract worth about £250,000 with Metall-und-Kaltwalzwerk Otto Rauch & Co., West Germany for the supply of a Position Control Hydraulic Rolling Mill. The order was obtained following development work in the United Kingdom on this new type of rolling mill which produces strip to very close tolerances.

TRADE INFORMATION

Anglo-Czech Trade Agreement signed

A NEW long-term Trade Agreement between the United Kingdom and Czechoslovakia was signed on June 27. Mr. Michael Noble, Minister for Trade, and Mr. Joseph Godber, Minister of State for Foreign and Commonwealth Affairs, signed on behalf of the UK and Mr Andrej Barcak, Minister of Foreign Trade, signed on behalf of the Czechoslovak Socialist Republic.

The new Trade Agreement will replace the present less formal Trade Arrangement between the two countries and will be valid until December 31, 1974. The main feature of the Agreement is an affirmation that trade shall be effected in accordance with the rules of the General Agreement on Tariffs and Trade. The Agreement also records the determination of both parties to create the conditions for a continuing increase in trade between the two countries, both in goods which have traditionally been exchanged between them and in new ones. In a separate letter the British Government undertake to remove progressively the discriminatory quantitative restrictions placed on Czechoslovak exports to the UK, with the object of eliminating them before the end of 1974. Exceptionally, certain restrictions might be retained after that date.

The new Agreement will be published as a White Paper.

Mr. Barcak arrived in London on June 26 and was the guest of honour at a dinner of the East European Trade Council. During his visit he had talks with Mr. Noble, Mr. Godber and with Mr. Michael Clapham, president of the Confederation of British Industry.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Trade in recent years

The table below shows the development of bilateral trade in recent years. UK exports have been mainly of plant and machinery, chemicals and semi-manufactures. UK imports have consisted mainly of machine tools, chemicals and consumer goods.

	1968	1969	1970	1971	1972 (January-May)
UK Imports	23.1	21.5	22.8	26.0	12.9
UK Exports	18.7	18.2	20.4	19.8	9.2
Total	41.8	39.7	43.2	45.8	22.1

Signing the Anglo-Czech long-term Trade Agreement at the Foreign and Commonwealth Office last week are (left to right) Mr. Andrej Barcak, Minister of Foreign Trade of the Czechoslovak Socialist Republic, Mr. Joseph Godber, Minister of State for Foreign and Commonwealth Affairs, and Mr. Michael Noble, Minister for Trade.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:— Dr. FRY'S TRANSLATION SERVICE

2 Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

British capital goods for Romania: ECGD backs £5 million credit

ROMANIAN buyers will be able to purchase a wide range of British capital and semi-capital goods under a line of credit negotiated by National Westminster Bank with the Romanian Bank for Foreign Trade. The financial agreement covering the credit—initially for £3 million, at a fixed rate of interest of 6 per cent, but with provision for increase to £5 million—was signed in London and is guaranteed by the Export Credits Guarantee Department.

Goods which may be purchased under the credit include airfield equipment, packaging and food processing equipment, shoe-making machinery, textile machinery, laboratory equipment, electrotechnical equipment, electronic equipment, metal-working machinery, diesel motors, and equipment and machinery for the oil, mining, constructional and metallurgical industries. Other industrial goods may be agreed between the parties at a later date.

Lengths of credit will range from two to five years from delivery or completion depending on the nature and value of individual contracts, which must have a minimum value of £5,000. Contracts must be placed by June 23, 1974. The credit will cover 85 per cent of the United Kingdom element of contract. The balance will be paid from the buyer's own resources and will include a minimum 5 per cent downpayment on signature of contract. Contracts to be financed from the credit will be nominated by the Romanian Bank for Foreign Trade, but access will be confined to ECGD Comprehensive policyholders unless the contract would normally qualify for Specific cover.

Exporters who contemplate business under the credit should ask prospective purchasers to inquire from the Romanian Bank for Foreign Trade whether the business may be financed under the credit. Additional information can be obtained from the Export Credits Guarantee Department (Mr. I. Bonnett, Buyer Credit Division 1, tel. 01-606 6699, ext. 7302) or National Westminster Bank Ltd., Export and Shipbuilding Finance Department, 1 Princes Street, London EC2 (Mr. M. L. Preece, tel. 01-606 1080, ext. 200).

Shipbuilding dock facilities for South Korea: ECGD backs £6 million credit

THE Export Credits Guarantee Department has guaranteed a £6 million line of credit being made available by Barclays Bank Ltd. to enable South Korea's major construction concern, Hyundai Construction Co. Ltd., to purchase from British manufacturers a wide range of capital equipment and associated services for a shipbuilding facility to be constructed at Ulsan, South Korea.

Orders for cranes, oxygen plant, machine tools, compressors and other capital equipment for the £24 million project, which forms part of the Korean Government's third five-year development plan, will be placed with manufacturers in the United Kingdom, Spain, France, Germany and Sweden. A & P Appledore International, jointly owned by the Court Line Group and Austin & Pickersgill, have been awarded a contract, worth over £1 million, to design and provide technical assistance for the construction of the shipyard.

The credit, negotiated by Barclays Bank, will finance 85 per cent of the UK element of individual contracts placed with British manufacturers over the next 18 months. The remaining 15 per cent will be financed from Hyundai's own resources and will include at least a 5 per cent downpayment on signature of contract. Finance from the credit will also be available for some of the local costs incurred by Hyundai. The loan, which will bear interest at 6 per cent per annum, is repayable over a period of seven years from completion of the project.

The major part of the shipyard is expected to be completed in 1973. It is planned that by 1974 the yard will have produced two 260,000 ton deadweight tankers. When finally commissioned in May 1975 it will be capable of producing five super-tankers a year.

Pakistan debt rescheduling—contracts not insured by ECGD

IN May last year Pakistan imposed a moratorium on the remittance of sterling and other currencies for payment of certain categories of overseas debt to various creditor countries, including the UK. Although remittances have hitherto been made in respect of most commercial debts to the UK, events over the past year have now led to a situation where Pakistan has had to put a general request to the Governments of the major creditor countries for relief of its substantial burden of foreign debt (both governmental and commercial). These Governments have agreed to provide relief on debts falling due to all these countries between May 1, 1971 and June 30, 1973, under a scheme co-ordinated by the World Bank. Pakistan itself is taking a number of measures to improve its balance of payments and internal financial position, including devaluation (implemented on May 11). The International Monetary Fund is providing a standby loan.

The UK Government have decided to forgo all payments falling due in the prescribed period on official loans extended to the Pakistan Government. This will account for over three-quarters of the UK contribution. The Pakistan Government have asked for the rescheduling of some commercial debt (on terms exceeding 180 days credit) to enable the balance to be provided.

The Export Credits Guarantee Department has been in touch with firms who have contracts with Pakistan on terms longer than 180 days and who have insured their risk with the ECGD.

There may be other firms, however, who have similar contracts which are not insured by the ECGD. Such firms are requested to provide the following information, without delay and preferably within the next fortnight, to the Department of Trade and Industry, Commercial Relations and Exports Division 2 (Pakistan Section), 1 Victoria Street, London SW1H 0ET. (Note: Contracts entered into subsequent to November 1971 in respect of Bangladesh should be excluded).

Name and address of the buyer

Goods/services

Whether supplied or to be supplied to West Pakistan (now Pakistan) or East Pakistan (now Bangladesh)

Date of contract

Original contract value

Amounts of payments and due dates, between May 1, 1971, and June 30, 1973, according to the contract, indicating which payments have been made and which are overdue

Details and value of goods still to be shipped

Contractual provisions for payment of post-maturity interest

Details of any assignment of the debt.

It will be necessary to distinguish between principal and interest in the information given above.

Cyprus: alien architects and civil engineers

THE Council of Registration for Architects and Civil Engineers of Cyprus has brought to the attention of the public, by means of a notice in the English language press, the fact that the law prohibits the practice of the professions of architect and civil engineer in Cyprus by aliens unless a special permit has been obtained fron the Council of Ministers. Further information is available from Commercial Relations and Exports Division. Ref. CRE 37490.

CRE ext. 2338

Hungary: new advertising code

A NEW law on advertising and publicity activity in Hungary came into force on July 1. Although it does not deal in detail with foreign advertising, which is to be regulated by the Minister of Foreign Trade, the law lays down general rules for what may be considered an acceptable advertisement or publicity item and provides for unacceptable items to be banned from publication. A copy of an unofficial translation of the decree is available.

EDB ext. 466/467/482

Hints to businessmen booklets

REVISED editions of the booklets on Ecuador, Fiji, Greece, Jordan and Turkey have been published in the 'Hints to businessmen' series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146) or to any DTI Regional Office.

TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

France

CUSTOMS TARIFF FOR MACKEREL: In accordance with EEC Regulation 1233/72, the French *Journal Officiel* of June 20 announced that fresh, chilled or frozen mackerel, whether whole, headless or sliced (tariff number 03.01 BI m 2) intended for the processing industry, may be imported at a reduced rate of duty of 5 per cent for the period June 16, 1972 to February 14, 1973. These imports are subject to the formalities laid down in the *arrêté* of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use. Copies of the French text can be sent on request or seen at Export House. **EDB ext. 423/408/288**

HARMONISATION OF LEGISLATION—MOTOR VEHICLES AND TRAILERS: The French *Journal Officiel* of June 20 published a series of *arrêtés* relating to their adoption of EEC Member States' harmonisation legislation on equipment and characteristics of motor vehicles and trailers. Annexes to the *arrêtés* set out the technical requirements and methods of testing regarding brakes, driving mirrors, doors, safety belts, etc. **EDB ext. 423/408/288**

Belgium

SUSPENSION OF DUTIES AND LEVIES: The *Moniteur Belge* of June 10 announced that, in accordance with the EEC Regulation 1155/72 of June 2, all customs duties and agricultural levies are suspended as from June 5, in respect of the following items:

Tariff no.	Description
01.02	Live animals of the bovine species:
A	domestic species:
II	other than pure-bred breeding animals
02.01	Meat and edible offals of the animals falling within headings 01.01 to 01.04 inclusive:
A	meat:
II	of animals of the bovine species:
a	of domestic animals

EDB ext. 288/7175/408/423

Federal Republic of Germany

IMPORT LICENSING: Fabric made of jute: The Federal German authorities have invited applications from German importers for import licences for fabric made of jute (ex BN tariff numbers 5710, 21, 29, 30, 50, 71, 75 and 79). Applications may be submitted until the quota is exhausted or until December 31, 1972, at the latest. Import licences will normally be valid for eight months, but longer periods are possible. Other stipulations have also to be observed.

Orchids: The Federal German authorities have invited applications from German importers for import licences for cut fresh orchids (ex BN tariff number 0603 19). Applications may be submitted until the quota is exhausted or June 28, 1973, at the latest. They will normally be valid until June 30, 1973, but are subject to cancellation owing to exhaustion of the quota or EEC directives. The flowers have also to conform to certain EEC standards.

Lambs not older than six months—quota exhausted: An announcement in *Trade and Industry* of June 15 (page 504) stated that the Federal German authorities had invited applications for import licences for lambs not older than six months. The quota for these lambs has now been exhausted. **EDB ext. 466/467/482**

IMPORT LICENCES FOR GOODS SOLD AT FAIRS: The Federal German authorities have announced that applications for import licences for goods which have been sold at fairs and which fall under the jurisdiction of the Federal Ministry of Food, Agriculture and Forestry have to be submitted on a prescribed form to the Bundesamt für Ernährung und Forstwirtschaft, 6 Frankfurt/Main, Addickesallee 40, not later than the fourteenth day after the closing of the fair. These applications have to be made by German importers quoting the name of the foreign seller.

EDB ext. 466/467/468

Greece

BAN ON IMPORT AND USE OF CERTAIN INSECTICIDES: The import and use of all types of preparations containing aldrine chlordane, dieldrine, heptachlore, epoxyde of naphtachlore, endrine and isodrine have been banned. Present stocks of these insecticides are to be collected by the Greek Ministry of Agriculture, but quantities may be released for special uses. **EDB ext. 420/475**

Malawi

IMPORT CONTROL—CORRUGATED IRON SHEETS: The Malawi Control of Goods (Import and Export) (Commerce) (Amendment) Order, 1972, amends with effect from May 25, the Control of Goods (Import and Export) (Commerce) Order, 1967, by the addition of the following item to the Second Schedule, the list of goods for which an import licence is required:

15	Corrugated iron sheets of gauge 30 and above

ESD ext. 471/472/473

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Zambia

SUSPENSION OF DUTIES: The Zambia Customs and Excise (Suspension) (Amendment) (No. 4) Regulations, 1972, amend, with effect from June 12, the Schedule to the Customs and Excise (Suspension) Regulations 1970 (published in the *Board of Trade Journal* of February 25, 1970) by the insertion of the following:

Tariff no.	Description	Effective rates of duty
ex 92.12.23	Gramophone records produced for and imported by the United Nations High Commission for Refugees	Free

ESD ext. 462/471/472/473

Niger

MOTOR VEHICLES—CUSTOMS DUTY REDUCED: The Niger *Government Gazette* of May 1 announced that the customs duty on motor vehicles (excluding certain dumper trucks) has been reduced from 25 per cent to 15 per cent. The fiscal duty remains unchanged. **ESD ext. 471/472/473/462**

South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List 556, published in the South African *Government Gazette* of June 24, contains an application to the Board of Trade and Industries for increase in duty on:

Sodium triplyphosphate, from 10 per cent *ad valorem* to R174 per metric ton less the fob price or 15 per cent *ad valorem.*

Tetra sodium pyrophosphate, from 10 per cent *ad valorem* to R187 per metric ton less the fob price or 15 per cent *ad valorem.*

Sodium phosphate monobasic from free of duty to R168 per metric ton less the fob price or 15 per cent *ad valorem.*

Disodium phosphate, from free of duty to R214 per metric ton less the fob price or 15 per cent *ad valorem.*

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own association. Firms proposing to make independent representations to the South African authorities and requiring further information should address inquiries to Commercial Relations and Exports Department. **CRE ext. 2274**

Australia

REVIEW OF CHAPTER 84: A notice was published in *Trade and Industry*, June 16, 1971, pages 596-7, giving details of Tariff Board inquiries on chapter 84. Included in the reference on **steam, gas and water fittings, etc.** were certain items under chapter 90. The Australian Minister for Trade and Industry has now withdrawn all chapter 90 items from this reference and will resubmit the full range of instruments and control items falling within chapter 90 as a separate reference. Further details will be published as soon as possible. Ref. CRE 1771/71. **CRE ext. 2318/2319**

Two senior Government officials from Sudan recently visited Pye Telecommunications Ltd. at Cambridge to see two-way radio communications equipment. During the day they saw the company's research and development laboratories as well as Cambridge Works, the company's main manufacturing site. The photograph shows (l to r): Dr. John Westhead, Pye Telecoms managing director; Dr. Bashir A. Abbadi, Minister of Telecommunications; Mr. Ewan English, Pye's area manager; Mr. Mustafa Allam, Director General of Posts and Telegraphs.

New Zealand

EMERGENCY PROTECTION AUTHORITY—FISH PREPARATIONS, CRUSTACEAN AND MOLLUSC PREPARATIONS, PRESERVED FISH: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of fish preparations (other than pastes), fish preserved in airtight containers (other than herring, pilchards, salmon, sardines and brisling), crustaceans and mollusc preparations (other than pastes). Details of tariff items under which these goods are dutiable are given below:

Tariff item	Unit	British preferential	Most favoured nation	General
16.04.009 (per 100 lb)	lb	$1.25 Aul free	$2.08 SA $1.25	$2.50
16.04.019 (per 100 lb)	lb	$1.25 Aul free	$2.08 SA $1.25 DC $1.25	$2.50
16.05.009 (per 100 lb)	lb	$1.25 Aul free	$2.08 SA $1.25	$2.50

The Emergency Protection Authority is required to report to the Minister by July 18. In the short time available for investigation United Kingdom interests wishing to make their views known to the Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington (telegraphic address Transtrade, tel. Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the Trade Association or firm is a member. Details may be obtained from BTANZ. Any British Trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Export Division, Ref. CRE 1173. **CRE ext. 2321**

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United States

MOTOR-CYCLE BRAKE SYSTEMS: *Trade and Industry* of March 30 (page 588) announced that performance requirements for motor-cycle brake systems had been established and would come into effect on September 1, 1973. Following a number of petitions the date has been changed to January 1, 1974. (FR 16.6.72) **EDB ext. 455/456/457**

VEHICLE SAFETY: *Trade and Industry* of April 6 (page 30) referred to proposals to amend the head injury criterion in standard 208, Occupant Crash Protection. The amendment has now been adopted. (FR 23.6.72) **EDB ext. 455/456/457**

MOTOR VEHICLE SAFETY: *Trade and Industry* of April 27 (page 174) referred to proposed requirements for direct fields of view. The deadline for comments has been extended to October 5, 1972. (FR 16.6.72) **CRE ext. 2397**

MATTRESSES: A flammability standard for mattresses (DOC FF 4-72) has been announced and will become effective on June 6, 1973. Mattresses which are in inventory or with the trade on that date will be exempt from the standard. (FR 7.6.72) **EDB ext. 455/456/457**

PACKAGING STANDARDS: Consideration is being given to the formulation of child-protection packaging standards for non-prescription drugs. Comments and suggestions should be submitted by September 18 (preferably in quintuplicate) to the Hearing Clerk, Department of Health, Education and Welfare, Room 6-88, 5600 Fishers Lane, Rockville Md 20852. (FR 20.6.72) **CRE ext. 2397**

CHILDREN'S SLEEPWEAR: Proceedings have been instituted for the development of a new or amended flammability standard for sleepwear sizes 7 to 14, normally worn by children of ages 6 to 12, and for fabrics or related materials used in such sleepwear. Comments should be submitted (four copies) by July 15, to the Assistant Secretary for Science and Technology, Room 3862, US Department of Commerce, Washington, DC 20230. (FR 15.6.72) **CRE ext. 2397**

Trinidad and Tobago

TRIAL OPERATION OF BRUSSELS NOMENCLATURE: Government Notice 1117 of 1972 concerning the trial run by importers and customs brokers on the change to the Brussels tariff classification system is published in the *Trinidad and Tobago Gazette* of June 15. During the trial operation the current tariff will remain the sole basis for the customs and statistical classification of imported goods and for the assessment of duty. All current entry procedures will therefore remain in full force. **EDB ext. 476/474/7312**

Brazil

DUTY EXEMPTIONS: Brazilian Customs Policy Council Resolution 1297 extends the duty exemption on unground natural phosphates falling under heading 25.10.01.00 of the Brazilian tariff for 180 days from April 25, 1972.

Brazilian Customs Policy Council Resolution 1315 exempts from duty a quota of 21,000 tons of vinyl chloride monomer (Brazilian tariff heading 29.02.12.00) for use in the manufacture of PVC. The exemption will last until August 31, 1972. **EDB ext. 474/476/7312**

DUTY REDUCTIONS: Brazilian Customs Policy Council Resolution 1312 reduces the import duty of 37 per cent to 10 per cent *ad valorem* cif on cellulose acetate without added fillers, colouring matter, plasticisers or other additives, falling under tariff heading 39.03.04.02. The exemption will be in force for one year from May 12, 1972.

Customs Policy Council Resolution 1314 reduces the import duty on catalysts falling under the following headings, subject to proof of use, to 15 per cent *ad valorem* cif:

Tariff no.	Product
38.19.15.99	Other catalysts
71.14.03.00	Other manufactures of platinum
75.06.00.00	Other manufactures of nickel

The reduction will not apply to goods with a Brazilian similar.

Customs Policy Council Resolution 1316 reduces the import duty from 55 per cent to 15 per cent *ad valorem* cif on bonded fibre fabrics of polyurethane fibres (Brazilian tariff heading 59.03.01.00) until May 12, 1973.

Customs Policy Council Resolution 1317 reduces the duty from 55 per cent to 10 per cent *ad valorem* cif on continuous filament tow of acetate rayon, with filaments of from 3 to 6 denier and tow of 25,000 to 60,000 denier, unprocessed or dyed in the mass, falling under Brazilian tariff heading 56.02.02.02.

Customs Policy Council Resolution 1318 exempts the following product from import duty until May 12, 1973, subject to proof of use: Dicalcium orthophosphate with a maximum fluorine content equivalent to 1 part of fluorine per 100 parts of elemental phosphorus, falling under Brazilian tariff heading 28.40.28.00, when used exclusively for animal feeds. **EDB ext. 474/476/7312**

DUTY REDUCTION AND REFERENCE PRICE ON MALEIC ANHYDRIDE: Brazilian Customs Policy Council Resolution 1319 introduces a reference price for the calculation of the import duty on maleic anhydride (Brazilian tariff heading 29.15.04.02) of US$325.00 per ton, cif.

Customs Policy Council Resolution 1320 reduces the duty on maleic anhydride from 37 per cent to 10 per cent *ad valorem* cif when the importer is able to prove to CACEX that he has purchased at least 100 tons from national production for every 78 tons he wishes to import. The reduction will be in force until May 12, 1973. **EDB ext. 474/476/7312**

REFERENCE PRICES: Brazilian Customs Policy Council Resolution 1299 extends the reference price system on vat dyestuffs (tariff heading 32.05.08.00) and soluble vat dyestuffs (tariff heading 32.05.09.00) for a further six months (until October 22, 1972). Reference prices for these dyestuffs were established by Resolution 1098 published in the *Diario Oficial* of October 7, 1971.

Customs Policy Council Resolution 1300 extends the application of the reference price of US$170 per ton cif on imports of dodecylbenzene (DDB) falling under tariff heading 38.19.29.00 for a further six months (until November 18, 1972).

Customs Policy Council Resolution 1301 extends the application of the reference price of US$31.00 per kilo cif on tetracycline (acromycin) falling under tariff heading 29.44.15.00 for a further six months (until August 15, 1972). **EDB ext. 474/476/7312**

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STATISTICS

The economy: selected indicators

SYMBOLS USED IN ALL STATISTICAL TABLES—
.. not available
— nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,973		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	−37	13	22
1968	116	119.8	136	135	112	103.6	139	131	144	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	140	148	132	132	346	232	26	27
1970	120	124.1	156	155	116	104.2	140	152	157	119	136	265	214	42	13
1971	122	125.0	172	171	119	104.8	142	141	160	121	144	24	−153	−5	36
1970 1st qtr	117	123.7	149	148	114	103.3	135	145	146	114	133	−25	42	1	−41
2nd qtr	121	123.4	155	153	116	104.2	143	153	163	119	137	103	55	12	14
3rd qtr	120	124.4	159	158	117	104.6	140	154	156	121	134	104	44	7	—
4th qtr	122	124.9	163	160	117	104.7	143	157	165	120	139	83	72	23	15
1971 1st qtr	118	124.4	164	161	115	102.1	138	146	148	114	146	82	41	2	−44
2nd qtr	122	125.3	170	170	119	104.4	142	139	164	122	141	−58	−114	12	38
3rd qtr	123	125.5	175	175	120	105.5	142	144	165	122	141	−36	−59	−12	6
4th qtr	124	124.8	179	178	121	107.4	144	134	163	127	147	36	−21	−6	36
1972 1st qtr	119 p	121.6			122 p	106.5	141 p	137 p	161 p			−123 p	−90 p	−2 p	−29 p
1971 Nov		124.8				106.8									
Dec.		124.5				107.1									
1972 Jan		124.8				107.0									
Feb		113.5				106.0									
Mar		126.6				106.6									
Apr		127.7				108.1 r									
May						108.5									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail price Index		Wholesale price index: all manufacturing industry§§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Exports(¶)	Imports(‖)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	Series in £ million
							Series in thousands			4,282	4,362	
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	120	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	120	130	−298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	146	159	−291
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	443
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	184	181	611
1971	114	153.4	*9.4*	132.4	137.7	246.4	744	129		207	197	979
1970 2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	114
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	583	185	24,072	175	178	75
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	586	176	24.054	199	190	204
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	642	150	23,824	186	189	
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	713	128	23,782	214	199	100
3rd qtr	117	155.3	*10.1*	133.9	139.2	248.6	782	119	23.639	217	197	283
4th qtr	114	157.3	*9.2*	132.9	140.0	257.0	836	118		213	202	354
1972 1st qtr		159.7	*8.0*	134.1	141. 6	265.9	877	124		207	214	242
2nd qtr							839 p	133 p				30
1971 Nov	114	157.3	*9.2*	132.8	139.9	257.8	840	120		200	197	
Dec	114	158.1	*9.0*	133.6	140.3	262.6	855	116		222	208	
1972 Jan		159.0	*8.2*	134.8	141.2	265.2	872	119		208	204	
Feb		159.8	*8.1*	133.7	141.6	265.6	872	126		212	217	
Mar		160.3	*7.6*	133.8	142.0	266.9	886	126		202	221	
Apr		161.8	*6.3*	135.0 p	142.8 p	268.5	891	128		210 p	220 p	
May		162.6	*6.1*	134.8 p	143.5 p	271.1 p	828	134		210 p	218 p	
Jun							799 p	138 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries.

RETAIL TRADES

Index numbers for May

THE seasonally adjusted index of the volume of retail sales in May is 108.5 (1966 = 100), well above the average level in the first four months of the year. Sales by all main categories of shop other than clothing and footwear shops were higher than on average in March and April (taken together to overcome uncertainties of seasonal adjustment due to the position of Easter), with sales by durable goods shops showing a particularly sharp increase.

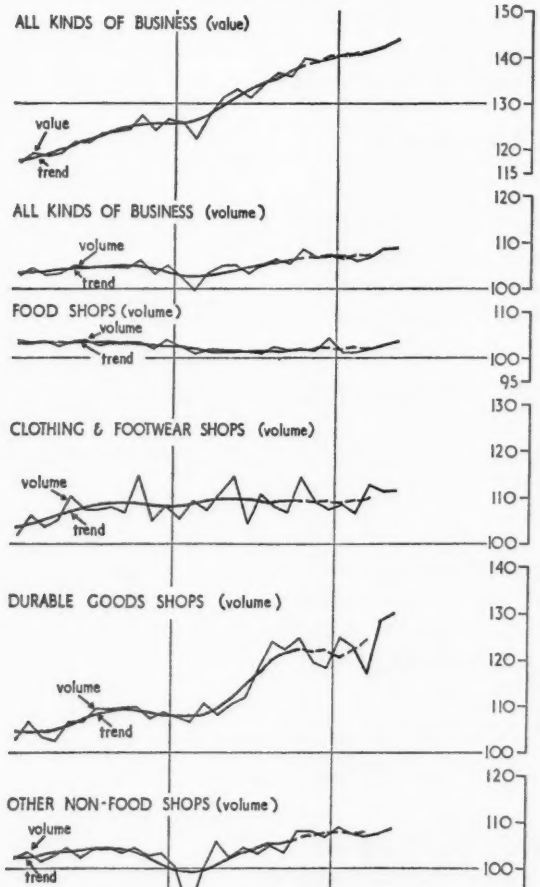
The figures suggest a renewed growth in the trend of total sales. In the three months March to May the volume of sales was approaching 1 per cent more than in the preceding three months, although these do now include the low figure for February, which was depressed by power cuts.

The volume of sales by clothing and footwear shops was 4 per cent more in March-May than in the preceding three months, and sales by durable goods shops increased by 2 per cent. Sales by other non-food shops and by food shops were little changed.

Note

The April 1972 figures have been amended slightly to incorporate revised information from contributors.

RETAIL SALES
1966=100



All the series in Tables 1 and 2 are seasonally adjusted independently of each other, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value (which are affected by price movements, including changes in purchase tax) and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by May 1972 sales was the four weeks from April 30, 1972 to May 27, 1972; the corresponding period in 1971 was from May 2, 1971 to May 29, 1971.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966=100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101.4	101.2	101.5	100	103	102
1968	103.6	102.1	104.8	104	108	104
1969	103.0	103.1	102.9	104	104	102
1970	104.2	103.3	105.0	107	107	103
1971	104.8	101.9	107.1	109	115	103
1970 2nd quarter	104.2	103.4	104.9	107	105	103
3rd quarter	104.6	103.1	105.9	107	109	104
4th quarter	104.7	103.1	106.0	109	109	104
1971 1st quarter	102.0	101.8	102.1	107	108	97
2nd quarter	104.4	101.4	107.0	109	110	104
3rd quarter	105.5	101.7	108.7	108	121	104
4th quarter	107.4	102.8	110.7	110	121	108
1972 1st quarter	106.5	101.4	111.1	109	121	108
1971 October	108.4	102.2	113.0	114	125	108
November	106.8	101.8	110.5	109	120	108
December*	107.1	104.1	109.1	107	118	107
1972 January	107.0	101.1	112.2	108	125	109
February	106.0	101.1	110.6	106	123	108
March*	106.6	101.8	101.6	112	117	107
April	108.1 r	102.6 r	113.0	111	128	108
May	108.5	103.2	113.5	112	130	109
1971/72 Dec.-Feb.	106.7	102.3	110.5	107	122	108
March-May	107.6	102.5	112.2	112	125	108
Percentage increase	0.8	0.2	1.5	4	2	—

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	All kinds of business (†)	Food shops (†)	Non-food shops			
			Total (†)	Clothing and footwear shops	Durable goods shops	Other non-food shops (‡)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103.0	103.0	102.9	102	104	103
1968	109.2	108.0	110.2	107	113	111
1969	114.3	115.3	113.5	112	113	115
1970	122.4	122.2	122.6	121	123	123
1971	133.3	133.0	133.5	132	140	132
1970 2nd quarter	121.0	120.9	121.3	121	120	122
3rd quarter	123.9	123.3	124.6	122	127	125
4th quarter	126.2	125.3	127.0	127	128	127
1971 1st quarter	125.7	126.9	124.5	127	130	122
2nd quarter	132.0	131.3	132.8	132	134	132
3rd quarter	135.7	135.1	136.3	132	149	134
4th quarter	139.7	138.7	140.5	136	148	140
1972 1st quarter	140.9	139.3	142.4	138	149	142
1971 October	139.9	136.8	142.3	141	152	140
November	139.3	137.7	140.3	136	148	140
December*	139.9	141.0	139.2	134	146	140
1972 January	140.8	138.4	143.0	136	154	143
February	140.4	139.1	141.7	134	151	142
March*	141.4	140.1	142.6	143	145	142
April	142.1 r	139.3 r	144.5	143	157	141
May	144.0	141.0	146.7	143	160	144
1971/72 Dec.-Feb.	140.3	139.6	141.1	135	150	141
March-May	142.4	140.1	144.4	143	153	142
Percentage increase	1.5	0.4	2.3	6	2	1

(†) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(‡) Including department stores and mail order businesses.

r = Revised figure

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☐P71 Manufactured stationery (Q)
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☐P68 Miscellaneous packaging products of paper and film (Q)
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☐P86 Wallcoverings (Q)

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Hire-purchase and other instalment credit business in May

NEW instalment credit extended by finance houses and retailers in May totalled £199 million in seasonally adjusted terms, considerably more than in other recent months although less than in August or September last year. The increase was in lending by finance houses which amounted to £105 million, and brought their total lending in the three months March-May to 6 per cent more than in the previous three months. Credit advanced by retailers, on the other hand, was down by 4 per cent between these periods.

The total value of retailers' sales on instalment credit terms in March-May was 3 per cent less than in the previous three months. Although department stores increased their sales by 6 per cent between the two periods, this was more than offset by reductions of 1 per cent in credit sales by durable goods shops and of 6 per cent in those by 'other instalment credit retailers'—mainly mail-order houses.

Instalment debt owing to finance houses and retailers increased by £40 million during May, the largest increase since last September. At the end of May the total debt outstanding amounted to £1,756 million (not seasonally adjusted), 26 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1968	1,600	43	769	26	831	17
1969	1,517	−19	701	−21	816	2
1970	1,716	87	822	58	894	29
1971	2,001	244	990	165	1,011	79
1970 1st quarter	403	12	187	6	216	6
2nd quarter	423	26	204	18	219	8
3rd quarter	438	20	211	11	227	9
4th quarter	452	29	220	23	232	6
1971 1st quarter	407	4	211	19	196	−15
2nd quarter	452	33	210	8	242	25
3rd quarter	570	108	289	73	281	35
4th quarter	572	99	280	65	292	34
1972 1st quarter	558	87	267	54	291	33
1971 October	188	39	88	25	100	14
November	198	33	98	17	100	16
December	186	27	94	23	92	4
1972 January	192	35	89	19	103	16
February	184	15	86	11	98	4
March	182	37	92	24	90	13
April	186	20	90	16	96	4
May	199	40	105	31	94	9
1971 Dec.-Feb. 1972	562	77	269	53	293	24
1972 March-May	567	97	287	71	280	26
Percentage increase	1		6		−4	
Debt outstanding at December 31, 1971 (unadjusted)	—	1,628	—	1,010	—	618

† Direct business only; ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1968	110	108	112	111
1969	109	100	114	114
1970	119	112	123	124
1971	132	139	145	126
1970 1st quarter	114	108	113	118
2nd quarter	118	112	123	122
3rd quarter	122	115	130	126
4th quarter	124	115	128	130
1971 1st quarter	107	121	133	95
2nd quarter	129	119	139	135
3rd quarter	144	160	156	132
4th quarter	148	158	151	141
1972 1st quarter	147	155	161	139
1971 October	153	162	160	146
November	152	157	157	149
December*	140	155	140	131
1972 January	155	160	166	151
February	149	155	158	143
March*	138	151	159	127
April	147	153	162	142
May	144	161	167	131
1971 Dec.-Feb. 1972 av.	148	157	154	141
1972 March-May av.	143	155	162	133
Percentage increase	−3	−1	6	−6

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by May 1972 sales was the four weeks from April 30, 1972 to May 27, 1972. The corresponding period in 1971 was from May 2, 1971 to May 29, 1971.

Sixty experts from 20 countries attended a recent four-day meeting in Manchester on new techniques of yarn and fabric production. The meeting was convened by the United Nations Industrial Development Organisation in co-operation with the International Institute for Cotton, whose Technical Research Division is housed in Manchester. The picture shows Mr. W. Butterworth, of the DTI North Western Regional office, with two of the overseas delegates, Mr. J. Rwegasira, general manager of Friendship Textile Mills Ltd., Dar es Salaam, and Sr. Marco T. Lopez, of Compania Colombiana de Tijidos SA, Colombia.

TEXTILES

Wool output in April

THE volume of production in the wool textile industry in April 1972 was 8 per cent more than in April 1971.

Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-April 1972 deliveries of woven fabrics (excluding blankets) were 10 per cent less than in the corresponding period of 1971: deliveries of worsted yarn (excluding semi-worsted yarn) were 2 per cent more. Production of wool and hair tops was 6 per cent more and that of man-made fibre tops 32 per cent more.

OUTPUT OF THE WOOL TEXTILE INDUSTRY

	Consumption	Production			Deliveries			
	Raw Wool (Clean weight)	Tops		Woollen Yarn (†)	Worsted Yarn (§)	Woven Fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and Hair	Man-made Fibres			Woollen	Worsted	
	Million kilos					Million sq. yds.		
1963	207.7	137.9	19.1	142.0	108.7	176.8	148.6	35.1
1964	189.7	120.3	25.8	147.8	105.8	177.1	148.3	32.9
1965	182.6	112.3	25.9	146.0	103.2	175.3	147.6	32.8
1966	176.1	104.2	28.5	142.7	100.2	168.4	133.9	30.5
1967	163.3	92.1	27.6	138.1	89.6	163.2	131.3	28.7
1968	177.5	96.6	36.4	147.4	98.2	162.4	132.3	32.7
1969	174.5	92.0	42.2	142.2	100.5	155.6	130.6	32.2
1970	153.1	79.7	44.6	129.4	97.6	138.1	119.3	29.4
1971	141.2	66.2	36.6	130.7	93.0	121.9	100.3	34.1
1970 1st quarter	41.8	22.5	11.2	33.7	24.5	33.3	31.0	7.5
2nd quarter	41.7	22.2	11.5	33.5	26.1	36.8	31.1	6.3
3rd quarter	32.8	17.5	10.5	27.9	21.9	33.8	26.5	6.9
4th quarter	36.8	17.6	11.3	34.3	25.0	34.3	30.8	8.6
1971 1st quarter	37.4	17.7	8.4	35.4	23.6	30.0	27.4	9.1
2nd quarter	37.4	17.1	8.7	34.9	23.8	33.1	24.5	7.4
3rd quarter	30.4	15.0	8.4	27.2	21.6	29.3	22.5	8.1
4th quarter	36.0	16.5	11.2	33.2	23.9	29.6	25.9	9.5
1972 1st quarter	37.2	18.7	11.0	32.3	24.2	27.0	24.8	8.7
1971 January	12.0	5.6	2.8	11.2	7.4	10.2	9.2	3.2
February	11.7	5.6	2.7	11.2	7.6	9.5	8.5	2.9
March	13.7	6.5	2.9	13.1	8.6	10.2	9.7	3.0
April	12.2	5.7	2.7	11.5	7.7	9.9	8.1	2.9
May	13.1	6.1	3.2	11.9	7.9	11.9	8.3	2.1
June	12.1	5.4	2.8	11.5	8.2	11.2	8.1	2.5
July	10.2	5.4	3.0	8.5	7.1	9.9	7.5	2.5
August	8.9	4.1	2.3	8.4	6.3	9.4	6.5	3.0
September	11.3	5.5	3.1	10.3	8.2	10.1	8.5	2.6
October	11.8	5.2	3.0	10.9	8.0	9.9	8.3	3.2
November	12.2	5.6	4.3	11.2	8.6	10.2	9.1	3.2
December	12.0	5.7	3.9	11.2	7.4	9.4	8.5	3.1
1972 January	12.2	6.1	4.2	10.4	8.1	9.0	8.5	3.0
February	10.8	5.5	2.9	9.2	7.2	7.9	7.4	2.8
March	14.2	7.1	3.9	12.7	8.9	10.1	8.9	2.9
April	11.8	6.1	3.6	10.0	8.0	8.7	7.6	2.3

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In April deliveries of semi-worsted yarn were 0.8 million kilos.

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Orders and deliveries

In the three months ended April 1972 net new orders received by the textile industry were provisionally estimated to have been 12 per cent less than in the three months ended January 1972. Deliveries were 4 per cent less and orders-on-hand at the end of April were 2 per cent lower than at the end of January. These comparisons are based on the seasonally adjusted series in the accompanying table.

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		118		111	
1969	134		113		113	
1970	125		112		114	
1971	126		113		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	137	132	118	113	114	114
2nd quarter	130	129	109	110	117	114
3rd quarter	127	131	102	116	105	114
4th quarter	125	125	119	110	121	115
1971 1st quarter	123	118	113	106	114	113
2nd quarter	126	124	115	116	112	110
3rd quarter	117	120	95	110	105	115
4th quarter	126	126	130	121	121	114
1972 1st quarter p	132	125	117	110	110	112
1971 April	125	122	112	114	106	102
May	126	123	120	122	119	118
June	126	124	113	113	111	109
July	119	119	76	101	99	116
August	118	120	95	119	99	116
September	117	120	115	110	117	113
October	118	119	129	117	126	118
November	120	118	134	110	128	116
December	126	126	127	135	109	109
1972 January p	129	126	121	120	111	120
February p	129	124	103	96	104	103
March p	132	124	126	113	116	113
April p	129	123	110	113	117	114

Complete description and notes on the construction of the above tables can be found in *Trade and Industry*, dated December 30. 1970 (page 587).

Cotton industry production

The volume of production in the cotton industry (including the processing of man-made continuous filament yarns and finishing) in April 1972 was 3 per cent more than in April 1971.

Statistics issued by the Textiles Statistics Bureau show that in the period January-April 1972 the amount of cloth woven was 10 per cent less than in the corresponding period last year. Production of single yarn fell by 17 per cent and doubled yarn 21 per cent.

PRODUCTION IN THE COTTON INDUSTRY

Annual totals and weekly averages

	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488.7	127.0	131.4	107.0	..	1,014.1	560.3
1964	508.1	145.9	136.1	120.0	40.7	1,033.1	610.1
1965	484.8	142.5	131.5	120.3	47.5	1,015.0	624.4
1966	455.7	136.2	123.1	110.2	62.2	915.3	616.6
1967	383.8	124.8	108.1	105.2	78.4	745.0	529.8
1968	377.4	148.7	110.0	114.6	113.6	730.7	554.8
1969	366.4	161.3	103.2	134.3	150.5	723.4	588.5
1970	349.8	170.7	95.2	126.3	181.7	686.4	529.6
1971	293.2	183.6	187.3		213.0	611.4	524.7
1971 January	7.1	3.9	1.9	2.4	4.4	13.5	11.1
February	6.7	4.0	1.9	2.4	4.5	13.3	11.1
March*	6.5	3.9	1.7	2.3	4.2	13.0	10.7
April	5.2	3.4	1.6	1.9	4.1	11.1	9.3
May	6.4	4.0	1.8	2.4	4.3	12.7	11.1
June*	4.8	3.1	1.4	1.7	3.8	11.7	9.7
July	4.8	2.9	3.4		3.3	7.3	7.4
August	5.6	3.7	3.5		3.6	12.0	10.2
September*	4.8	3.2	2.9		3.8	10.8	9.1
October	6.0	4.0	3.8		4.6	12.7	11.2
November	5.9	3.8	3.7		4.7	12.6	11.3
December*	4.5	2.9	2.9		3.9	10.6	9.3
1972 January	5.7	3.6	3.5		**	11.6	10.9
February	4.1	2.4	2.7		**	9.3	8.7
March*	5.1	3.6	3.2		**	11.1	10.2
April	5.4	3.8	3.3		**	11.8	10.6

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. (§) Deliveries. ** Not available.

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TEXTILES

Made-up clothing: orders and deliveries

In the three months ended April 1972 net new orders received by the made-up clothing industry were provisionally estimated to have remained at the same level as in the three months ended January 1972: deliveries were 2 per cent lower. Order books at the end of April were 5 per cent higher than at the end of January.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 Deliveries = 100		Average 1963 Deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
1970	155		112		111	
1971	184		120		116	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1970 1st quarter	140	149	109	114	110	110
2nd quarter	151	142	115	106	109	110
3rd quarter	142	151	105	115	110	110
4th quarter	155	155	121	115	114	112
1971 1st quarter	153	169	118	121	119	115
2nd quarter	184	178	130	123	113	118
3rd quarter	161	171	102	112	115	115
4th quarter	184	184	131	124	118	117
1972 1st quarter	169	178	111	114	119	117
1971 April	152	167	114	118	115	121
May	182	179	165	146	116	125
June	184	178	111	106	107	108
July	174	173	94	106	111	115
August	160	161	81	99	104	117
September	161	171	132	130	130	114
October	167	173	143	124	133	120
November	185	178	153	124	124	116
December	184	184	96	124	99	115
1972 January	179	177	102	115	110	125
February	173	176	109	106	118	109
March	169	178	122	122	128	118
April p	178	186	138	136	123	123

Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (Tel. 01-248 9876 ext 6147).

New Business Monitors for textile machinery and accessories . . .

The first quarter's results of a new statistical inquiry into manufacturers' sales of textile machinery and accessories, has now been published. The results, which are for the fourth quarter of 1971 are published in the Business Monitor series.

The inquiry was started after consultation with industry and is designed as a part of the new system of industrial statistics which is being developed by the Government Statistical Service. As well as meeting official statistical requirements, the inquiry will also provide private industry for the first time with detailed sales information for marketing and management purposes. As part of the Government's plan to centralise the collection of statistics from industry, the inquiry is being conducted by the Business Statistics Office at Newport.

Copies of the Business Monitor, reference P 128, are available on subscription of 37½p per annum (including postage) from Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH.

. . . and for printing, bookbinding and paper goods machinery

The first quarter's results of a new statistical inquiry into manufacturers' sales of printing, bookbinding and paper goods machinery has now been published. The results, which are for the fourth quarter of 1971, are published in the Business Monitor series.

The inquiry was started after consultation with industry and is designed as a part of the new system of industrial statistics which is being developed by the Government Statistical Service. As well as meeting official statistical requirements, the inquiry will also provide private industry for the first time with detailed sales information for marketing and management purposes. As part of the Government's plan to centralise the collection of statistics from industry the inquiry is being conducted by the Business Statistics Office at Newport.

Copies of the Business Monitor, reference P 130 are available on subscription of 37½p per annum (including postage) from Her Majesty's Stationery Office, P.O. Box 569, London SE1 9NH.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, June 30, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Henry VIII and His Six Wives	BR/E 36259/2/7/77	125	June 27	MGM-EMI Distributors Ltd.	Anglo-EMI Productions Ltd.
Those Beautiful Old Cars	BR/E 36260/2/7/77	31	June 27	MGM-EMI Distributors Ltd.	Ribocco Films Ltd.
Margan's Musical Move	BR/E 36264/2/7/77	15	June 27	Columbia-Warner Distributors Ltd.	New Zealand National Film Unit
The Anatomy of a Pin-Up	BR/E 36270/2/7/77	31	June 27	Paramount Pictures (UK) Ltd.	Walter Shenson Films Ltd.
The Duna Bull	BR/E 36275/2/7/77	33	June 29	Rank Film Distributors Ltd.	International Film Associates (Scotland) Ltd.
The Moon and The Sledgehammer	BR/E 36276/2/7/77	65	June 29	Vaughan Films Ltd.	Vaughan-Rogosin Films Ltd.
Movietone News 2247	BR/E 35916/2/7/77	8	June 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2247A	BR/E 35917/2/7/77	7	June 30	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
I Am A Dancer	F 36261	93	June 27	MGM-EMI Distributors Ltd.	Demetriou Productions Ltd.
What's Up Doc?	F 36262	94	June 27	Columbia-Warner Distributors Ltd.	Saticoy Productions
Red Sun	F 36263	108	June 27	Columbia-Warner Distributors Ltd.	Les Film Corona, Paris
The Seduction of Inga	F 36265	77	June 27	Tigon Pictures Ltd.	Unicorn Enterprises Inc.
The Erotic Adventures of Siegfried	F 36266	69	June 27	Miracle Films Ltd.	Atlas Films, Munich
The Red Tent	F 36267	121	June 27	Paramount Pictures (UK) Ltd.	Vides Cinematografica S.A.S., Rome
Every Night of the Week	F 36268	88	June 27	Gemini Films	Constantine Films, Munich
Freedom For Love	F 36269	70	June 27	Gemini Films	Roxy Film, Munich
The Culpepper Cattle Co.	F 36271	92	June 29	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corporation
The Great Northfield Minnesota Raid	F 36272	90	June 29	Rank Film Distributors Ltd.	Universal Pictures and Robertson and Associates Productions
Slaughter House Five	F 36273	103	June 29	Rank Film Distributors Ltd.	Universal Pictures and George Roy Hill-Paul Monash Productions
The Groundstar Conspiracy	F 36274	95	June 29	Rank Film Distributors Ltd.	Universal Pictures and Hal Roach International Productions

Amendment to the Register

The playing time of the film 'The Seven Minutes' (F 35789) registered November 8, 1971, has been amended to 94 minutes.

Wales index

New series: rebasing on the year 1968

In the light of the considerable recent structural changes in the industrial economy of Wales the Index of Industrial Production has been rebased on 1968, using the results of the Census of Production for that year. The new index does not differ in concept or structure from the old (for details of the method of compilation see *Economic Trends* No. 205, November 1970), but incorporates more up-to-date weight, and makes use whenever possible of improved indicator series.

Results for the first quarter of 1972

On the new basis the Index of Industrial Production for Wales was provisionally estimated to have fallen by 6.2 per cent during the first quarter of 1972 compared with the figure for the preceding quarter. The Index now stands at 98.8 (average 1968 = 100). For Manufacturing Industries alone the fall was less marked, 2.4 per cent, leaving the Index at 108.9. The falls registered by the two main indices mirror those recorded for the UK as a whole, and indicate the extent to which industry was disrupted by the Coal Strike. Nevertheless the Engineering and Allied Industries group advanced slightly over the quarter due mainly to the introduction of new capacity in the Electrical Engineering sector, and to the continued buoyancy of Vehicles. The largest fall, from 69 to 33, occurred, as expected, in Mining and Quarrying. The Utilities, again adversely affected by the industrial action, fell by 4.3 per cent to 90. Construction, at 99, maintained its previous level.

The accompanying table gives more detailed description of the changes which have taken place in the output of the major groups over recent quarters.

Seasonally adjusted — 1968 = 100

1968 S.I.C.	1968 weights per thousand	Annual indices			Quarterly indices 1971				1972
		1969	1970	1971	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter
Total: All industries	1,000	100.3	104.2	104.0	103.5	102.7	104.4	105.3	98.8
Mining and quarrying	91	87	74	72	77	75	68	69	33
Total: All manufacturing industries	695	103.2	110.2	110.0	109.3	107.9	111.1	111.6	108.9
Food drink and tobacco	35	99	104	108	104	105	109	112	110
Coal and petroleum products	45	122	123	125	124	129	120	128	105
Chemicals and allied industries	76	103	106	97	96	94	93	104	118
Metal manufacture: total	202	95	100	98	97	90	108	98	89
Ferrous	167	94	101	95	95	85	105	94	86
Non-ferrous	35	101	94	114	102	113	123	118	100
Engineering and allied industries	188	106	118	118	118	117	117	120	122
Mechanical and instrument engineering	46	106	117	117	122	112	114	120	115
Electrical engineering	56	103	128	131	132	131	132	130	141
Vehicles (including aircraft)	44	108	116	123	118	125	122	125	130
Metal goods nes	42	105	110	97	97	94	100	98	96
Textiles, and leather and fur, and clothing and footwear	58	104	108	112	112	113	103	118	101
Timber, furniture, etc., and paper, printing and publishing	33	113	116	117	117	119	115	118	123
Bricks, pottery, glass and cement, etc.	20	102	105	119	119	121	115	122	120
Other manufacturing industries	39	109	125	129	129	128	133	126	132
Construction	132	97	100	100	99	99	101	99	99
Gas, electricity and water	83	95	95	95	94	95	95	94	90

1. For a complete series from the first quarter of 1968 to the first quarter of 1972 contact Economic Services Division, Welsh Office, Cathays Park, Cardiff.

New Business Monitors

SURGICAL BANDAGES: The first results of a new statistical inquiry into manufacturers' sales of surgical bandages etc. were published on June 29 in the Business Monitor series; the figures given relate to the third quarter of 1971.

The inquiry was started after consultation with the industry and is designed to fit into the new system of industrial statistics being introduced by the Government Statistical Service. As well as meeting official statistical requirements the inquiry will also provide private industry with detailed sales information for marketing and management purposes.

Response to the first quarter's inquiry was slow but is now complete. It is hoped that returns will be received more quickly in the future and that it will be possible to speed up the publications of results.

The new Monitor (reference P.127) is available on subscription of 37½p per year from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

PAPER AND BOARD: The first quarter's results of a new statistical inquiry into manufacturers' sales of paper and board were published in the Business Monitor Series on June 30.

The products covered include newsprint, printing and writing paper and board, food wrappings, other wrapping and packaging papers, flutings and liners, tissues, industrial and special purpose papers and board, packaging board, building boards, other boards and wastepaper and board. The figures relate to the fourth quarter 1971.

The inquiry was started after detailed consultation with industry, and is designed to fit into a new system of industrial statistics being developed by the Government Statistical Service. As well as meeting official statistical requirements, the inquiry will also provide private industry with detailed sales information for marketing and management purposes.

The figures in the new Monitor are compiled from returns received from establishments, with 25 or more employees, classified to Minimum List Heading 481 (Paper and Board) of the Standard Industrial Classification. The figures also include sales of the principal products of this industry by establishments, employing 25 or more persons, classified to other industries included in the new system of quarterly inquiries.

In view of the detailed nature of the inquiry it was expected that firms would take some time to organise their records to provide the information sought. Response to the first quarter's inquiry did, in fact, prove to be slow but it is now largely complete and it is hoped progressively to speed up publications of future results.

The new Monitor (ref: P.103) is available on subscription of 37½p including postage per year from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.

Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	April 6 1972
Balance of payments:	
quarterly figures (Q)	June 22 1972
trends in invisible transactions (Q)	June 22 1972
Bankruptcy orders (Q)	March 9 1972
Business names registered (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1972
manufacturing, distributive and service industries (Q)	June 15 1972
Catering trades turnover (M)	June 15 1972
Chemicals industry activity (Q)	June 15 1972
Companies:	
acquisitions and mergers (Q)	May 25 1972
new registrations:	
Gt. Britain (M)	June 22 1972
N. Ireland (M)	June 8 1972
Computers, UK market (Q)	May 18 1972
Construction work overseas (A)	Oct 7 1971
ECGD business (Q)	April 6 1972
Electronic capital equipment (Q)	May 25 1972
Engineering and electrical goods, orders and deliveries (M)	May 11 1972
Film industry:	
British Film Fund Agency returns (M)	June 15 1972
cinema admissions and takings (M)	June 1 1972
overseas payments and earnings (A)	Aug 5 1971
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	March 30 1972
household consumption (Q)	March 23 1972
Footwear industry production, orders and deliveries (M)	June 8 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	May 25 1972
world exports of manufactures (A)	Sept 30 1972
Foreign trade of the UK:	
ECGD business (Q)	April 6 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	June 15 1972
value (M)	June 22 1972
value, analysis of trends (Q)	May 11 1972
Hire-purchase business (M)	This week
Industrial development certificates:	July 15 1972
approvals (Q)	April 27 1972
refusals (A)	July 15 1972
Industrial production:	
index numbers (M)	May 25 1972
N. Ireland index (M)	June 29 1972
Wales index (Q)	This week
Insurance companies, investments and assets (A)	Aug 12 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1972
industry's investment intentions (3 times a year)	June 15 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	March 23 1972
Man-made fibres:	
analysis of production (Q)	May 25 1972
deliveries (Q)	May 25 1972
production (M)	June 22 1972
volume of production (M)	June 22 1972
Motor industry:	
car and commercial vehicle production (M)	June 29 1972
motor trades turnover (M)	June 15 1972
Office developments permits (Q)	June 1 1972
Partnerships registered (A)	Jan 27 1971
Pension funds, investments and assets (A)	Aug 26 1971
Retail prices index (M)	June 29 1972
Retail trades:	
index numbers (M)	This week
N. Ireland index (M)	June 22 1972
stocks (M)	June 15 1972
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK seaborne trade (A)	March 2 1972
Steel consumption and stocks (Q)	June 22 1972
Stocks:	
distributive and service trades (A)	Dec 23 1971
manufacturers' and distributors' (Q)	June 15 1972
retail (M)	June 15 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	April 13 1972
cotton industry production (M)	This week
hosiery production (M)	June 29 1972
made-up clothing, orders and deliveries (M)	This week
orders and deliveries	This week
wholesale houses' sales (M)	June 22 1972
wool exports (Q)	June 8 1972
wool output (M)	This week
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	June 15 1972
UK official reserves (M)	June 8 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	June 22 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	This week
Business Monitor titles	This week
Customs notices of interest to exporters	June 15 1972
ECGD local offices	This week
Guide to DTI	This week
Index Jan-March 1971	May 26 1971
Official Receivers' offices	May 20 1970
Programme of trade promotions	April 20 1972
Release dates of economic statistics	June 22 1972

The Department of Trade and Industry

1 Victoria Street, London SW1H 0ET (01-222 7877. TA 'Advantage London SW1', Telex 27366, Answer Back DTIHQ London).

Secretary of State for Trade and Industry: Mr. John Davies

The following abbreviated guide to the Department of Trade and Industry lists the main divisions and those branches and special services with which most organisations outside the DTI deal most frequently. For convenience the divisions and their associated branches, etc are grouped according to ministerial responsibility. DTI regional offices, research establishments and principal agencies, together with associated bodies and ECGD local offices, are also listed.

TRADE

Minister: Mr. Michael Noble

Parliamentary Under-Secretary of State: The Earl of Limerick

Export Planning and Development Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Export Services Division—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).
Europe, Industry and Technology Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Overseas Finance and Projects Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Commercial Relations and Exports Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Tariff Division—Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (01-222 7877, Telex 27366).

British Overseas Trade Board—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Office of the Queen's Award to Industry—as above.

Export Licensing Branch—Norman Shaw Building, Victoria Embankment, London SW1A 2JB (01-930 4349, Telex 27366).

Fairs and Promotion Branch—Hillgate House, 35 Old Bailey, London EC4M 7HU (01-248 5757, Telex 886143).
Outward Missions—as above.

Export Intelligence Service—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).
General Export Services Branch—as above.
Inward Missions—as above.

Import Licensing Branch—Sanctuary Buildings, 16/20 Gt Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Marine Division—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084, TA 'Marbot London WC1').
Shipping Policy Division—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110).

HM Coastguard—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084).

Sea Transport Branch—34/36 Parliament Street, London SW1A 2ND (01-222 7060, Telex 24730).

Industrial and Commercial Policy Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Patent Office and Industrial Property and Copyright Department—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, TA 'Patoff London WC2'); Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU (061 832 9571).
Insurance and Companies Department and Bankruptcy Department—Sanctuary Buildings, 16/20 Gt Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Companies Registration Office—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).
Registry of Business Names—as above.

Companies Investigation Branch—2-14 Bunhill Row, London EC1Y 8LL (01-606 4071).
Bankruptcy and Companies Liquidation Headquarters—as above.
Official Receivers—as above.

Bankruptcy High Court Department—Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (01-405 7641).

Companies (Winding-up) Department—Inveresk House, 346 Strand, London WC2R OHJ (01-836 7733).

INDUSTRIAL DEVELOPMENT EXECUTIVE

Minister: Mr. Christopher Chataway

Parliamentary Under-Secretary of State: Mr. Anthony Grant

Regional Industrial Development Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255, Telex 918829).
Regional Development Grants Division—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).
Small Firms Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Industrial Development Executive—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Regional Development Grants, regional offices:
Billingham: Queensway House, West Precinct, Billingham, Teesside TS23 2NF (Stockton on Tees 553671, Telex 58608).
Bootle: St. Peter's House, Stanley Precinct, Bootle, Lancs L20 3LZ (051-922 4030, Telex 627162).
Glasgow: Magnet House, 59 Waterloo Street, Glasgow C2 (041-221 9833, Telex 77611).
Cardiff: 24-26 Newport Road, Cardiff CF2 1SY (Cardiff 42611, Telex 49538).

INDUSTRIAL DEVELOPMENT EXECUTIVE
continued

Chemicals and Textiles Division—Gaywood House, Great Peter Street SW1P 3LW (01-222 7231).
Mechanical Engineering Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).
Computers Systems and Electronics Division—Dean Bradley House, 52 Horseferry Road, SW1P 2AG (01-799 5688).
Minerals, Metals, Electrical Engineering and Process Plant Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Shipbuilding Policy Division—Thames House South, Millbank. London SW1P 4QJ (01-222 7000).
Paper, Printing, Publishing, Services and Distribution Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Computer-Aided Design Centre—Madingley Road, Cambridge CB3 OHB (Cambridge 63125).

INDUSTRY
Minister: Mr. Tom Boardman

Parliamentary Under-Secretary of State:
Mr. Peter Emery

Fuel and Nationalised Industry Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Energy Technology Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Coal Division—Thames House South, Millbank, London SW1P 4QJ (01 222 7000).
Gas Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Petroleum Division—Thames House South, Millbank, London SW1 4QJ (01-222 7000).
Electricity Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Atomic Energy Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).
Iron and Steel Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).
Safety and Health Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Nuclear Installations Inspectorate—Thames House South, Millbank, South, Millbank, London SW1P 4QJ (01-222 7000).

Mines and Quarries Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

AEROSPACE AND RESEARCH
Minister: Mr. Michael Heseltine

Parliamentary Under-Secretary of State:
Mr. Cranley Onslow

Air Division—Horse Guards Avenue, London SW1 (01-930 7022).
Aerospace (Assessment and Research) Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).
Civil Aviation Divisions 1 and 2—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA 'Civilair London WC2').
Civil Aviation Division 3—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA 'Civilair London WC2').
Concorde Division—St. Giles Court, 1/13 St. Giles High Street, London WC2 (01-636 3644).
Space Division—Prospect House, 100 New Oxford Street, London WC1A 1HE (01-636 3644).

Accidents Investigation Branch—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA 'Civilair London WC2').

Standards, Weights and Measures Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).
Research Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

British Calibration Service—26 Chapter Street, London SW1P 4NS (01-834 7032).

Weights and Measures Services—26 Chapter Street, London SW1P 4NS (01-834 7032).

British Approvals Service for Electrical Equipment in Flammable Atmospheres—Safety in Mines Research Establishment, Harpur Hill, Buxton, Derbyshire (Buxton 2664).

International Technical Collaboration Unit—Culham Laboratory, Abingdon, Berks (Oxford 41721, Telex 77588).

Overseas Technical Information Unit—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Technical Inquiry Service—as above.

Technology Reports Centre—St. Mary Cray, Orpington, Kent BR5 3RF (Orpington 32111).

HEADQUARTERS

Accountancy Services Division—Hillgate House, 26 Old Bailey, London EC4 7HU (01-248 5757, Telex 886143).
Economics and Statistics Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Establishment Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).
Finance and Economic Appraisal Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

GUIDE TO THE DTI

HEADQUARTERS

continued

Central Co-ordination and Information Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

EEC/EFTA Information Unit—1 Victoria Street, SW1H 0ET (01-222 7877, Telex 27366).

Statistics and Marketing Intelligence Library—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).

'Trade and Industry'—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Central Library—as above

Business Statistics Office—Cardiff Road, Newport (Mon) NPT 1XG (Newport 56111).

REGIONAL AND DISTRICT OFFICES

■● **Scotland**—314 St. Vincent Street, Glasgow G3 (041-248 2855. Telex 77583).

Edinburgh—71 George Street, Edinburgh 1EH2 3EN (031-225 1822).

● **Inverness**—29a High Street, Inverness (Inverness 30867).

■● **Wales and Monmouthshire**—Government Buildings, Gabalfa, Cardiff CF4 4YL (Cardiff 62131. Telex 49267).

● **North Wales**—Government Buildings, Dinerth Road, Colwyn Bay, Denbs. (Colywn Bay 44261).

■● **North**—Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (Newcastle upon Tyne 27575. Telex 53178).

Cumberland—Town Hall, Cockermouth, Cumberland (Cockermouth 3498).

■● **Yorkshire and Humberside**—City House, New Station Street, Leeds LS1 4JQ (Leeds 38232. Telex 557470).

■● **North-West**—Sunley Building, Piccadilly Plaza, Manchester M1 4BA (061-236 2171. Telex 667104).

● **West Midlands**—Five Ways House, Islington Row, Birmingham BI5 1SJ (021-643 8221. Telex 337021).

● **East Midlands**—Cranbrook House, Cranbrook Street, Nottingham NG1 1ES (Nottingham 46121. Telex 37143).

■● **South-West**—The Pithay, Bristol BS1 2BP (Bristol 21071. Telex 44214).

London and South-East—Cromwell House, Dean Stanley Street, London SW1P 3HY (01-828 4355, Telex 25991).

Croydon—Concord House, London Road, Croydon CR9 2QB (01-684 9781).

East—Cromwell House, Dean Stanley Street, London SW1P 3HY (01-828 6271, Telex 25991).

Reading—Market Place House, Reading, Berks RG1 2EN (Reading 581261).

● **Northern Ireland Ministry of Commerce**—Chichester House, 64 Chichester Street, Belfast BT1 4JX (Belfast 34488, Telex 74578).

■ Regional Industrial Director.
● Offices providing services for British exporters (Services for British exporters in the London & South-East and Eastern regions are provided by the DTI headquarters' Export Services Division).

RESEARCH ESTABLISHMENTS

National Physical Laboratory—Teddington, Mdx. (01-977 3222, Telex 262344).

National Engineering Laboratory—East Kilbride, Glasgow (East Kilbride 20222, Telex 77588).

Warren Spring Laboratory—Gunnels Wood Road, Stevenage, Herts. (Stevenage 3388, Telex 82250).

Safety in Mines Research Establishment—Central Laboratories, off Broad Lane, Sheffield S3 7HQ (Sheffield 78141).

Laboratory of the Government Chemist—Cornwall House, Stamford Street, London SE1 9NQ (01-928 7900).

Pesticide Residue Analysis Information Service—Cornwall House, Stamford Street, London SE1 9NQ (01-928 7900).

ASSOCIATED ORGANISATIONS

British Standards Institution—2 Park Street, London W1A 2BS (01-629 9000).

British Tourist Authority—164 St. James's Street, London SW1A 1NF (01-629 9191).

Civil Aviation Authority—129 Kingsway, London WC2B 6NN (01-405 6922).

Design Council—28 Haymarket, London SW1Y 4SU (01-839 8000).

Export Credits Guarantee Department—Aldermanbury House, London EC2P 2EL (01-609 6699, Telex 883601). (For regional offices see next page).

Metrication Board—22 Kingsway, London WC2B 6LE (01-242 6828).

Monopolies Commission—New Court, 48 Carey Street, London WC2A 2JJ (01-405 9722).

National Computing Centre—Quay House, Quay Street, Manchester 3 (061-832 9731, Telex 668962).

National Research and Development Corporation—PO Box 236, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (01-828 3400).

Performing Right Tribunal—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721).

Registrar of Restrictive Trading Agreements—Chancery House, 53 Chancery Lane, London WC2A 1SP (01-242 2858).

United Kingdom Atomic Energy Authority—11 Charles II Street, London SW1Y 4QP (01-930 6262).

Addresses of ECGD local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1970-71 was £3,225 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:

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London postal districts E., and E.C.2 and 3, and the county of Essex.
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London (West End)
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Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, River House, High Street, Belfast, BT1 2BE Tel: Belfast 31743/4 (Code: 0232 31743/4) Telex 74577

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
R. J. Thomas (Acting), Chamber of Commerce House, Harborne Road, Birmingham 51B 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
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Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
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F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
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J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
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R. H. K. Hughes, 7 West George Street, Glasgow, G2 1BL. Tel. Central 3056. (Code: 041-221 3056) Telex 77130.

Leeds
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W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel. Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
Parts of Lancashire and Cheshire and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-236 8861) Telex 667756.

Newcastle upon Tyne
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R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 126919.

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ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom, these and are listed from time to time in *Trade and Industry*.

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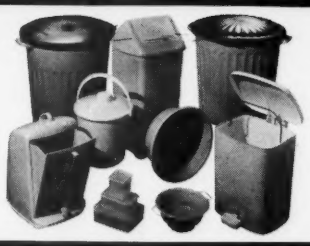

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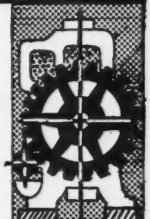

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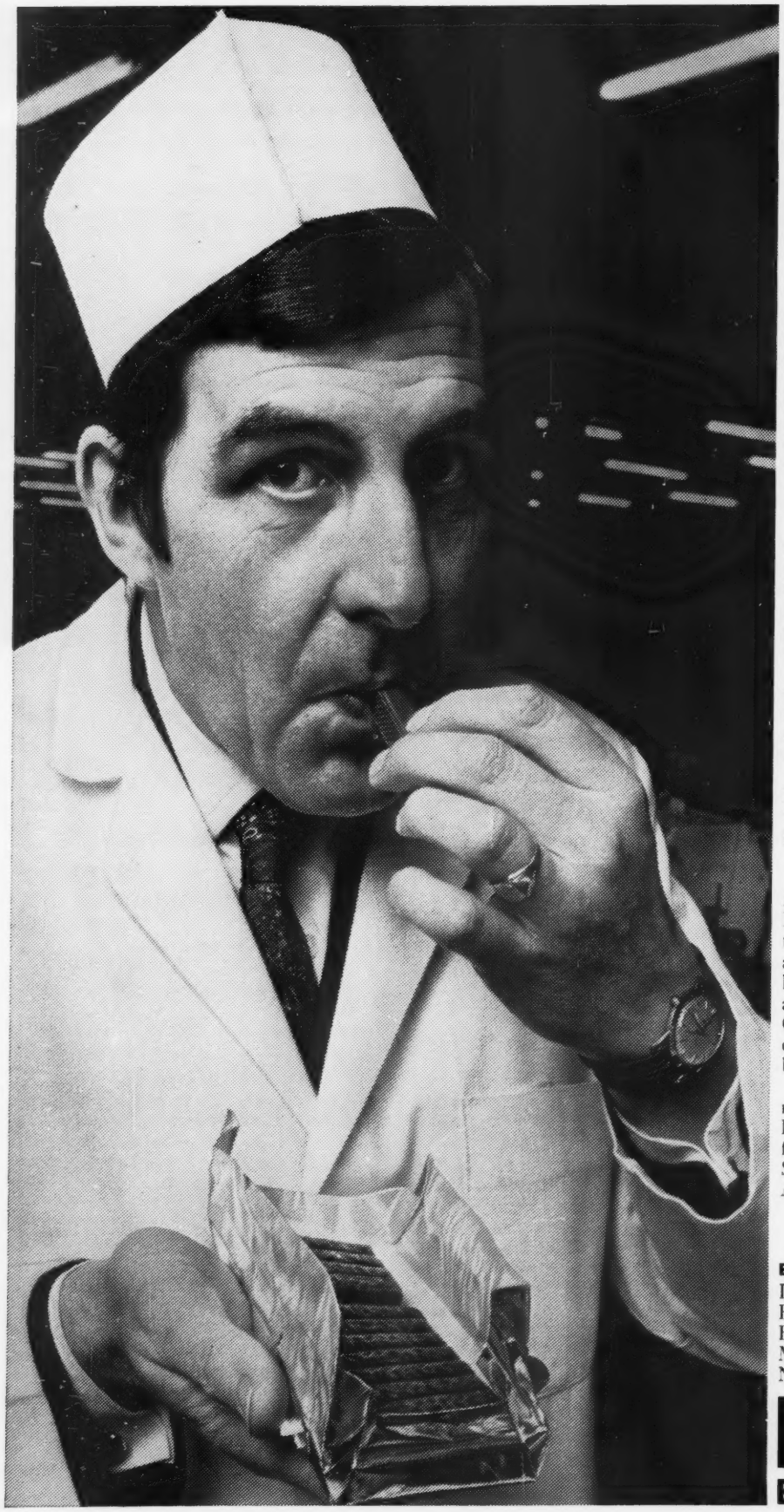

If the crunch comes, what protects the exporter?

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